A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 27, 1967

Certificate of origin requirements

International Trade Winds Newsletter

Company News

MINERAL EXPLORATION—Operation Hardrock, a large-scale exploration program, has just been awarded by the Government of India to the Ralph M. Parsons Co. of Los Angeles. To span only 32 months, the exploration will be conducted jointly by Indian scientists and Parsons in an effort to locate additional sources of minerals within the country. The program is being financed by a $3.5 million loan to India from the U.S. Agency for International Development with matching funds amounting to 26.5 million rupees provided by the Indian Government.

AMMONIA PRODUCTION—M. W. Kellogg Co. of New York has been named by Imperial Chemical Industries of Australia and New Zealand Ltd. (ICIANZ) to undertake engineering and construction of a new plant which will about double Australia's ammonia production. To be built on Walsh Island near Newcastle, New South Wales, the multi-million dollar plant will have a design capacity of 536 long tons a day. A major portion of the product will be used for fertilizer, by direct application to the soil.

OFFICE EQUIPMENT—Supreme Steel Equipment Corp., of Brooklyn, and l'Organization Economique Moderne of Paris have entered into an agreement for the development of products and markets. Supreme Steel, manufacturers of filing equipment, has granted OEM—a subsidiary of Forges de Strasbourg which makes office furniture and equipment—a license for the manufacture and sale of Supreme's products.

PRINTING EQUIPMENT—The Standard Register Co. of Dayton, Ohio, has concluded an agreement with Hessdruck, a printing company in Braunschweig, Germany. Under the agreement, Standard Register will provide the German firm with technical and administrative assistance for production of manifold business forms and the printing equipment necessary. Hessdruck will have marketing rights in Germany for the sale of Standard Register mechanical forms handling equipment.

Miss the Checklist (January 2 INTERNATIONAL COMMERCE) of more than 2,500 publications in the world trade field? Its now in reprint form. Free on request, from Commerce Department in Washington or any Commerce Field Office.

If licensing your products or processes abroad interests you, take a tip by way of the U.S. Trademark Assn. It is recommending that its members read "Licensing U.S. Know-how Abroad is Increasing" by Commerce's Vincent D. Travaglini. The article was in our July 25, '66 issue, is now available in reprints, free from Foreign Business Practices Division, BIC Office of Commercial and Financial Policy, U.S. Dept. of Commerce, Washington, D.C. 20230, as long as the supply lasts.

Japanese companies want the best and latest products from the U.S. They watch American trade journals closely for new developments and are sending a constant stream of businessmen to the U.S. for further information. An indicator of this trend is a report from the Kobe-Osaka Consulate General that 4,278 business or trade visas were issued there for trips to the U.S. in 1966.

Investment officers from Commerce's Office of International Investment during January and early February visited six Commerce Field Offices in the U.S. and talked with representatives of more than 60 firms. The subject was overseas investment and licensing. Many of these firms had previously registered their investment interest on the Commerce Department American International Traders Index.

Holding the line on prices is a top goal in the Common Market's first blueprint for joint economic action among the six member countries. The plan, covering the '67-'70 period, recognizes that inflation must be fought simultaneously in all countries. The news for U.S. traders in this is that the Europe-U.S. price gap has already narrowed significantly in many product lines.

"For the money, you get the best bargain the U.S. Government ever offered a businessman." The words are those of Anthony Maladra, vice president of the KSM Division of Omark Industries. He is referring to the exposure an American firm gets in a U.S. Trade Center show. His first-hand experience came at a recent Tokyo exhibition.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Acting Secretary

Lawrence C. McQuade
Acting Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Detailed information on the origin of imports is frequently required by foreign countries. Many European nations require different certification for various products, while a number of African countries ask for no information at all. To provide U.S. exporters with a reference checklist to the basic certificate of origin requirements around the world, a summary of the rules applicable to imports from the U.S. in more than 120 countries begins on page 2.

February 27, 1967

Volume 73
Number 9

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Special Report

Certificate of Origin Requirements for 120 Foreign Countries Listed
Pages 2-5

Change Is Keynote at Chicago Meeting 6

Speakers at World Trade Conference emphasize need for Midwest businessmen not just to recognize change, but also to help shape it

U.S. Business Group in Britain Marks 50th Anniversary 11

Companies from U.S. and England are brought together by enterprising officials of American Chamber of Commerce in London

African Outlook Discussed at Nairobi Meeting 17

Four-day conference of State and Commerce Department policymakers, local trade specialists, produces interchange of ideas

MISCELLANEOUS—Payments drain continues at lower rate 12

TRADE FAIRS AND CENTERS—"Fishfurter" popular at Milan Center 14

WORLDWIDE BUSINESS OUTLOOK—Swiss still big buyers from U.S. 15

International Investment Dispute Center established to help in conflicts 18

FOREIGN GOVERNMENT ACTIONS—Japanese agency wants investment study 19

U.S. GOVERNMENT ACTIONS—New York firm violates export controls 20

INVESTMENT OPPORTUNITIES—Pros and cons of licensing outlined 21

WORLD TRADE OPPORTUNITIES—Colombia wants bids on irrigation systems 26

Certificate of origin requirements are listed

More than 120 foreign countries state rules applicable to imports from United States

The certificate of origin requirements of more than 120 foreign countries are summarized below. These requirements are those which were applicable to imports from the United States as of November 1966.

The information provided below indicates where certificates of origin are required by law or customary practice. The listing does not cover requirements for health or sanitary certificates, which some countries require for certain products, usually agricultural ones. Also, the information does not deal with documentation requirements on coffee shipments which resulted from the International Coffee Agreement.

In some cases, importers or banks may request certificates of origin even though these are not required by governments.

More detailed information on the certificate of origin requirements of individual countries is contained in the Overseas Business Reports series entitled "Foreign Trade Regulations of (country)." These reports may be obtained from Commerce Department Field Offices and from the Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

In the following listing, countries appear in alphabetical order under five regional groupings.

AFRICA

ALGERIA—Not required.
ANGOLA—Not required.
BURUNDI—Not required.
CAMEROON—Not required.
CENTRAL AFRICAN REPUBLIC—Not required.
CHAD—Not required.
CONGO (B)—Not required.
CONGO (K)—Not required.
DAHOMEY—Either a consular invoice or certificate of origin is required for all imports. Obtained from commercial stationers.
ETHIOPIA—Not required.
GABON—Not required.
GAMBIA—Not required.
GHANA—Not required.
GUINEA—Not required.
IVORY COAST—Either a consular invoice or a certificate of origin is required for all imports. Obtained from commercial stationers.
KENYA—Not required.
LIBERIA—Not required.
LIBYA—Certificate of origin must be authenticated by the local chamber of commerce and then by any Arab country consulate. In the absence of such consulate or refusal by them to authenticate the certificate of origin, a statement to this effect by the exporter will satisfy Libyan requirements. Required for all imports.
MALAWI—A special invoice incorporating certificates of value and origin reproduced in OBR 62-13 must be used for all imports. (This form may be available from commercial stationers or may be reproduced in any amount).
MALAGASY REPUBLIC—Certificate of origin necessary if origin of the product is not evident on invoice, bill of lading, or other documents. Obtained from commercial stationers.
MALI—Either a consular invoice or a certificate of origin is required for all imports. Obtained from commercial stationers.
MAURITANIA—Either a consular invoice or a certificate of origin is required for all imports. Obtained from commercial stationers.
MOROCCO—Not required.
MOZAMBIQUE—Not required.
NIGER—Either the consular invoice or

certificate of origin is required on all imports. Obtained from commercial stationers.

NIGERIA—Not required.

RWANDA—Not required.

SENEGAL—Either the consular invoice or a certificate of origin is required for all imports. Obtained from commercial stationers.

SIERRA LEONE—Not required.

SOMALI REPUBLIC—Not required.

SOUTH AFRICA—The required invoice includes the necessary certificate of origin. The required form is reproduced in WTIS 62-2 and can be duplicated in any amount. Required for all imports. Obtained from commercial stationers.

SOUTHERN RHODESIA—A special form incorporating certificates of value and origin reproduced in OBR 62-13 must be used. This form may be reproduced without limit. Required for all imports. Obtained from commercial stationers.

SUDAN—Not required.

TANZANIA—Not required.

TOGO—Certificate necessary if the origin of the product is not evident on invoice, bill of lading, or other documents. Obtained from commercial stationers.

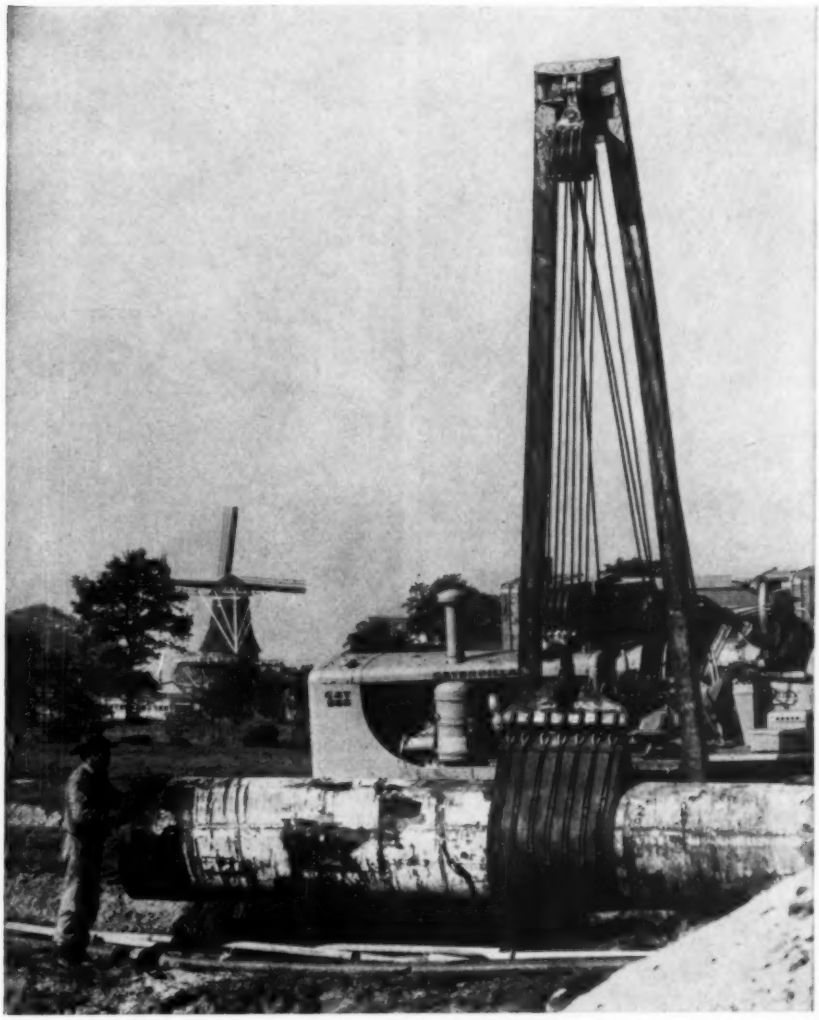
TUNISIA—Present practice is to accept goods of American origin without a certificate of origin. However, when customs rulings are contested, the certificate of origin may prove necessary. If used, it should normally be visaed by the Tunisian consular offices in the U.S. although a chamber of commerce or customshouse visa is accepted. Obtained from commercial stationers.

UGANDA—Not required.

UPPER VOLTA—Either the consular invoice or a certificate of origin is required on all imports. Obtained from commercial stationers.

ZAMBIA—A special invoice incorporating certificates of origin and value must be used. This form is duplicated in OBR 62-13 and may be reproduced without limit. Required for all imports. Obtained from commercial stationers.

ZANZIBAR—Not required.



EUROPE

AUSTRIA—Required for about 150 tariff positions and sub-positions, mainly including textile products, clothing, certain foodstuffs, as well as some chemicals and metal products. Obtained from the local chamber of commerce, nearest customshouse, local municipality, or local Austrian consulate.

BELGIUM—Not required.

DENMARK—Not required.

FINLAND—Required for U.S. products entitled to preferential duties. However, this requirement is waived whenever the goods bear an indication of their country of origin, or when the origin is discernible with reasonable certainty from trade marks, etc. Obtained from commercial stationers. When a certificate of origin is required, it must be visaed by Finnish consul or signed by an organization which has received definite permission from the Finnish authorities to certify origin certificates such as the Commerce and Industry Assn. of New York.

FRANCE—Required for merchandise originating in one country and processed in another; natural mineral waters; woolen carpets of every kind. Must be obtained from and certified by French Chamber of Commerce, in the U.S., a local U.S. Chamber of Commerce, or by local authorities; or must be obtained from and legalized by a French consul.

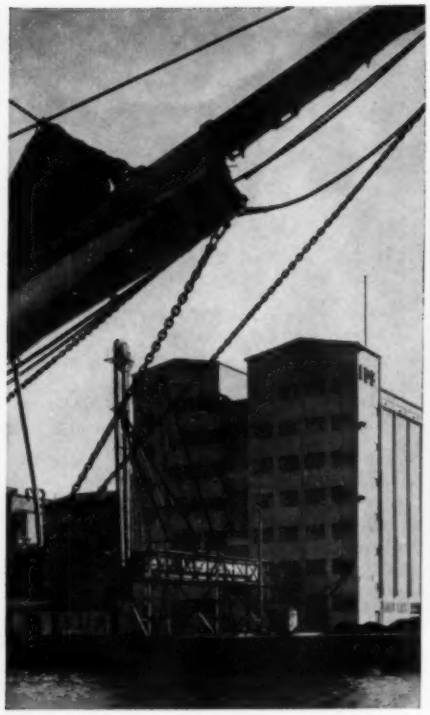
GERMANY—Required for limited number of products, including some animal and vegetable products, chemical and mineral fertilizers, most textile fabrics, some glassware, some pig iron and cast iron, most ferroalloys, mechanical lighters, and unround piston rings. Obtained from and certified by U.S. Chambers or Commerce and Industry Assn., N.Y.

GREECE—Required for all commodities. A certificate of origin is usually prepared separately. In the case of a manufacturing firm exporting its products, a declaration made on the firm's export invoice stating that the goods to be exported were manufactured in its own establishment may be accepted instead of a separate certificate of origin. In this case, a local chamber of commerce or other competent authority must certify that the signature is authentic, that the declarant is in fact a manufacturing firm, and that the goods listed in the invoice were produced by the declarant. Usually obtained from the local Chamber of Commerce and Industry. Otherwise, obtained from the local Greek or Greek-American Chamber of Commerce, the Greek Consulate, U.S. Customs, or Municipal Authority.

ICELAND—Not required.

IRELAND—Required for wool, Madeira or Port wine, and certain textile piece goods. Obtained from trade assns., banks, Irish Consulate, or Irish Chamber of Commerce. Certification of origin by local chamber of commerce required for wool only. Certification may also be made by authorized U.S. Government official or trade assn.

ITALY—Required for U.S. samples accompanying commercial travelers visiting Italy who are allowed temporary admission in Italy for soliciting orders from local organizations, including the Diplomatic Corps, U.S. Military Exchanges, etc. Motion pictures produced in the U.S. (inclusive of optical and magnetic sound tracks). An affidavit signed by the U.S. producer of the picture and notarized by a notary public may be submitted in lieu of a certificate of origin. Certain fishery products under tariff numbers 03.01 (fresh, chilled, or frozen



porbeagle (lamma), cod, mackerel, herring ling, cusk, shark, tuna, white tuna, flounder and eel) and 03.03 (fresh cuttle-fish, whole, headless or in pieces). The Latin name of the fish must be shown as well as the usual commercial designation. In all other cases, a certificate of origin is not required, provided that origin may be clearly established on the basis of the normal commercial documentation accompanying the merchandise or upon inspection of such merchandise. Obtained from a U.S. Chamber of Commerce or other similar organization recognized by the Italian authorities. Consular legalization of certificates or origin and bills of lading used in lieu of certificates of origin has been suspended and is not expected to be reinstated in the near future. However, such legalization may be and is often required by the Italian customs authorities whenever there is any doubt concerning the accuracy or authenticity of these documents.

LUXEMBOURG—Not required.

MALTA—Not required.

NETHERLANDS—Not required.

NORWAY—Not required.

PORTUGAL—Required for shipments of all commodities not covered by a through bill of lading or air way-bill in which the origin is stated. Obtained from Portuguese consulates or commercial stationers. Must be visaed by the Portuguese consul upon satisfactory evidence of origin, either at the port or original shipment or port of transshipment.

SPAIN—Required for most commodities. However, machinery, apparatus, and pharmaceutical specialties which bear trade or commercial marks indicative of origin require no certificate of origin provided the shipping documents contain these marks; catalogs or pamphlets bearing subject trade marks require no certificate of origin, nor do parcel post packages valued at $10 or less. (In these cases the country of origin must be noted on the invoice.) Issued by a U.S. Chamber of Commerce having jurisdiction in the area from which the commodity originates or, in the absence of a Chamber of Commerce, by a Spanish Consulate. Certificates of origin issued by Chambers of Commerce must be legalized by the Spanish Consulate having jurisdiction in the area.

SWEDEN—Not required.

SWITZERLAND—Required only for certain alcoholic beverages: wine specialties and sweet wines (must be certified by an authority or a chamber of commerce of the country of origin or by a Swiss Consulate in the appropriate consular district; for wine specialties, named after a region or place, by the authority or chamber of commerce of the district of production); brandy (must be certified by a chamber of commerce, a municipal authority, a customs authority, or a Swiss consular representative in the country of origin).

UNITED KINGDOM—Required only for certain cereal items: cereal flours (except rice flour); cereal groats, meal, etc.; and bran, sharps, etc. (under BTN 11.01, 11.02, and 23.02, respectively); wheat, barley, oats, corn (except sweet corn on the cob), and grain sorghum—but for these items a grading certificate issued by a U.S. federally licensed inspection agency is acceptable instead. Special U.K. forms, C416 and C417, are required, except as noted above. Obtained from Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

YUGOSLAVIA—Not required.

FAR EAST, OCEANIA

AUSTRALIA—Not required.

HONG KONG—Required for meat, poultry, alcoholic beverages, tobacco. Commerce and Industry Dept. advises certificates of origin to help verify that raw materials are from acceptable sources. No standard form.

INDONESIA—Certificate required where imports are supplied under credits requiring goods to be imported from creditor country.

JAPAN—Required for all items on which GATT concessions were made. Certificate of origin must accompany merchandise which, by reason of its origin, is entitled to favorable duty treatment. No standard form. Certification of origin by local chamber of commerce or by consular offices required.

KOREA—Not required.

LAOS—Required only if importer does not certify source country (country of export) on customs declaration.

MALAYSIA—Required for all goods. No standard form.

NEW ZEALAND—Not required.

PHILIPPINES—Not required.

SINGAPORE—Not required.

TAIWAN—Required for garlic seed, resin, antimony, beans, American ginseng, and camphor baroos. Obtained from chamber of commerce or trade assns. Must be certified by local chamber of commerce.

THAILAND—No certificate of origin required for American products supplied directly from the United States, but this certificate will be required when U.S. products are re-imported from other countries.

VIET-NAM—Not required.

NEAR EAST—SOUTH ASIA

ADEN—Not required.

AFGHANISTAN—Consular invoices required for all shipments *must* contain a notarized affidavit of U.S. origin of goods. Consular invoices obtainable from Royal Afghan Consulate, 122 West 30th St., New York, New York, or from commercial printers.

BAHRAIN—Required for all commodities. Obtained from commercial printers. Certification of origin required by local chamber of commerce, by Industrial Assn., Official Trade Committee, or by Arab Consulate.

BURMA—Required for some commodities, if requested. General form sold by commercial printers.

CEYLON—Not required.

CYPRUS—Required for all commodities. Obtained from commercial printers. Certification by local chamber of commerce not required unless specifically requested by the Customs Authorities.

INDIA—Not required.

IRAN—Required for all commodities. Obtained from commercial printers. Certification of origin by local chamber of commerce required and must have consular legalization.

IRAQ—Required for all commodities. Obtained from commercial printers. Certification by local chamber of commerce required. Certification by Iraqi Consulate (otherwise, UAR Consulate) required.

ISRAEL—Not required.

JORDAN—Required for all commodities if information contained in the commercial invoice is inadequate. Obtained from commercial printers. Certification by local chamber of commerce or by other trade organizations or their equivalents required. Certification is also required by a Jordanian consular officer.

KUWAIT—Required for all commodities. Obtained from commercial printers. Certification by local chamber of commerce required.

LEBANON—Required for all commodities unless combined with commercial invoice. Obtained from commercial printers. Certification by Lebanese Consulate or by Embassy officials required where available. Otherwise, chamber of commerce certification is sufficient.

NEPAL—Not required.

PAKISTAN—Not legally required but may be requested by the consignee or his bank. If not requested, statement of origin should appear on invoice. No special form. Obtained from commercial printers.

SAUDI ARABIA—Required for all commodities. Obtained from commercial printers. Certification by local chamber of commerce and by Saudi Consulate required.

SYRIA—Required for all commodities unless combined with commercial invoice. Obtained from commercial printers. Certification by local chamber of commerce required: for N.Y. area—Commerce & Industry Assn. of N.Y., Inc., or N.Y. State Chamber of Commerce. Certification by Syrian Consulate or Embassy also required.

TRUCIAL STATES—Not required.

TURKEY—Required unless combined with consular invoice. Certificate of origin is also required for all commodities benefiting by customs duties concessions in view of the most favored-nation clause. Obtained from commercial printers. Certification by local chamber of commerce and by Turkish Consulate required.

UAR—Required for all commodities. Obtained from commercial printers. Certification of origin by local chamber of commerce required. Certification by UAR Consulate not usually required unless specified by the consignee.

YEMEN—Not required.

WESTERN HEMISPHERE

ANTIGUA—Not required.

ARGENTINA—Not required.

BAHAMAS—Not required.

BARBADOS—Not required.

BERMUDA—Not required.

BOLIVIA—Required for all commodities. Obtained from commercial stationers. Certification of origin by local chamber of commerce is required.

BRAZIL—Not required.

BRITISH HONDURAS—Not required.

CANADA—Required for all commodities in shipments valued over C$50 as part of the M-A (goods sold prior to shipment) and N-A (goods shipped on consignment) invoice forms. Obtained from commercial printers in the U.S. Certification of origin by local chamber of commerce not required but the N-A form must be signed before a consul, notary public, or other official authorized to administer oaths. (Not required for M-A forms).

CHILE—Not required.

COLOMBIA—Required for all AID financed purchases. Obtained from banks, commercial stationers. Certification of origin by local chamber of commerce is required.

COSTA RICA—Not required.

DOMINICA—Not required.

DOMINICAN REPUBLIC—Not required.

ECUADOR—Required for all imports. Obtained from commercial stationers. Certification of origin by local chamber of commerce is required.

EL SALVADOR—Required for all shipments of goods on preferential list regardless of value. Obtained from commercial printers. Certification of origin by local chamber of commerce is required.

FRENCH GUIANA—Required for merchandise originating in one country and processed in another. Required for natural mineral waters, woolen carpets of every kind. Must be obtained from and certified by French Chamber of Commerce in the U.S., a local U.S. Chamber of Commerce, local authorities, or legalized by a French consul.

GRENADA—Not required.

GUADELOUPE—Same requirements as French Guiana.

GUATEMALA—Not required.

GUYANA—Not required.

HAITI—Not required.

HONDURAS—Not required.

JAMAICA—Not required.

MARTINIQUE—Same requirements as for French Guiana.

MEXICO—Not required.

MONTSERRAT—Not required.

NETHERLANDS ANTILLES—Not required.

NICARAGUA—Not required.

PANAMA—Not required.

PARAGUAY—Not required.

PERU—Not required.

SURINAM—Not required.

ST. CHRISTOPHER—Not required.

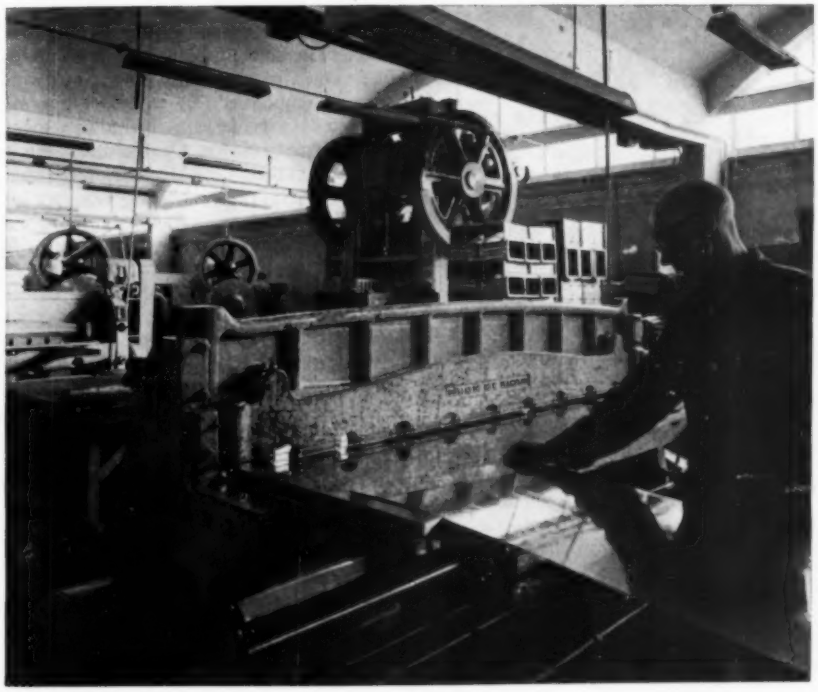
ST. LUCIA—Not required.

ST. VINCENT—Not required.

TRINIDAD—Not required.

URUGUAY—Required for merchandise shipments by parcel post, parcel receipt, and air cargo when valued at 100 pesos f.o.b. and under (approximately US$1.82), for which consular invoices are not required. Obtainable from Uruguayan Consulate or stationers. Must be legalized by Consulate.

VENEZUELA—Required for alcoholic beverages. Obtainable from banks, commercial stationers. Certification of origin by local chamber of commerce is required. Consular legalization also required.



Change was the keynote

New assessments in all areas of international commerce brought to meeting

By CLARENCE M. ZENS
Managing Editor

The subject was change. So bewilderingly rapid in the U.S. Looking overseas, as traders must, even more hectic.

New tastes and demands among consumers everywhere. From the new technologies, new production and engineering standards. A new international capital market in Europe. A new look in East-West trade. New ways of moving goods.

The formal program of the 30th Chicago World Trade Conference was framed around business-government relationships. "Partners in World Trade" was the phrase used in the theme. Here the Midwest traders were asked not just to recognize change, but also to help shape it.

An official of the U.S. Department of Commerce called on the delegates to look ahead toward the '70's and assist with broad questions involving change:

What should be the role of the U.S. government in the international marketing field? Is it playing too big a part now? Too little?

How much attention should be given by government to immediate market needs? How much to the long-range markets?

How much can government assist in developing new and better marketing techniques?

How much attention should be paid to the new or smaller exporters, as opposed to the major firms that greatly determine the U.S. balance of payments position?

The possible extent of the use of computers in speeding trade data was also brought up by Mrs. Ada Wrigley of the Bureau of International Commerce, who placed these questions before the conference.

Financing changes

The changing picture in financing U.S. foreign trade and investment was analyzed both from governmental and business standpoints.

Dr. Andrew F. Brimmer, a governor of the Federal Reserve System, said of the "revival of a genuine international capital market" in Europe that it may prove "far more viable and long-lasting than is generally appreciated."

Dr. Brimmer declared that the drive of U.S. corporations to expand their direct investments abroad while trying to minimize impact on the balance of payments, has "generated the most dramatic changes in the international capital market. In fact, the very success of their efforts has attracted both praise and condemnation. Yet a strong case can be made for even greater—rather than less—reliance by U.S. companies on foreign sources to finance direct investment, particularly equity investment."

He also discussed developments in the short-term Eurodollar market, saying: "Efforts to adjust to temporary pressures (especially the efforts of U.S. banks with branches abroad) may have aided the emergence of a more efficient market mechanism. At the same time, however, bank participation in this market has complicated the tasks of domestic monetary management."

Policies interact

The interaction of current U.S. government policies upon private bank practices in international financing was strongly emphasized by representatives of the banking profession, including Roger E. Anderson of the Continental Illinois Bank & Trust Co. He explained that banks today operate under guidelines of the Government's voluntary credit restraint program that give high priority to loans to exporters and very low priority to loans to affiliates of U.S. companies in the developed counties abroad. Another roadblock on U.S. banks financing foreign subsidiaries and affiliates is the interest equalization tax.

Anderson agreed with Dr. Brimmer that the new Euopean intenational capital maket, through its versatility, flexibility and steady growth, "should by now have removed most doubts about its life expectancy."

Anderson pointed out that these financing trends have moved faster than international corporate identities, in many cases.

"Despite the financial sophistication of most European investment bankers," he said, "it is often surprising to discover how many large American firms are virtually unknown to European investors. In such a case, the successful public placement of an issue can be quite difficult and costly, while a secondary market may prove to be almost non-existent."

Anderson advised traders to cope with the pace of change today by making more use of their banks in the "area of information."

He concluded his address with this counsel: "Commercial banks doing an active international business have well developed staffs traveling to most countries of the world. They are constantly studying and re-studying foreign countries, both with respect to credit conditions in those countries and with respect to keeping up to date with relations that would effect both exporters and importers in the United States. Companies generally do not take full advantage of their banks in this connection.

Change affects export

Tom Lilley, director of the Export-Import Bank of Washington, told the conference that the changes in the world today have a direct relation to the future of U.S. export.

Lilley said that while the U.S. share of the standard items in world trading will probably decline in the years ahead, there would be great increases in the items growing out of advanced U.S. technology. The net result, he predicted, would be a significant growth in overall U.S. exports. Many of the products involved in his prediction, he said, are not yet available to the public.

All projections point to increased sales of aircraft, nuclear equipment, and telecommunications items, he asserted.

The field of nuclear power, he said, "has been moving ahead in spectacular fashion, though with a lot less publicity and fanfare than one might expect. Eximbank in this current fiscal year will finance well over $100 million of this kind of business, with the chance that the figure could be close to $200 million."

About telecommunications, he said: "The latest items that most of the nations of the world are beginning to shop

for are satellite ground stations—a complex of equipment to send and receive signals to and from the satellites. In the next couple of years it is estimated some $250 million will be spent on these ground stations alone. And this amount will be dwarfed by the related expenditures for telecommunications inside individual countries and regions. Here the U.S. certainly has no monopoly, but we will get our share of the business."

"We live in a world of accelerating technical change—and the U.S. has the resources and the momentum to continue to be an industrial leader in that world," Lilley summarized. The result will be improved U.S. exports and an improved U.S. balance of payments position if our manufacturers aggressively seek world business and if the U.S. avoids the extremes of inflation, he concluded.

Red tape woes

The same world of accelerating technological change viewed as an opportunity by Lilley was seen as a challenge by Stuart G. Tipton, president of the Air Transport Association. He drew a picture of the jumbo or stretched-out jets of the near future taxiing into a dense tangle of red tape.

He appealed to the conference delegates to get behind a movement to simplify international air traffic documents and documentation requirements.

He mentioned as an example of the work being done to lower international cargo barriers, the elimination of the export declaration requirement on shipments destined to the Western Hemisphere when such shipments are valued below $100.

"If extended to other countries," Tipton said, "this practice would encourage additional exports of U.S. products by U.S. manufacturers and small business companies reluctant to enter the arena of international trade because of excessive and complicated U.S. export documentation requirements."

Asks SST go-ahead

The Air Transport Association executive urged a go-ahead on U.S. supersonic transport production. He viewed the SST "not merely as an advance in transportation, but also as a large and powerful inspiration to the growth of our future economy . . . as the creator of thousands of new jobs and as a method of expanding the country's exports."

Tipton also recommended an increase in the Federal travel promotion budget "just to keep pace with foreign competitors." He said the result of successful efforts to bring tourists here would be "a vastly increased level of business, in addition to improvements in our balance of payments."

MIDWEST TRADERS APPLAUDED ILLINOIS 'E' WINNERS: Two Illinois companies were given Presidential export honors during the Chicago World Trade Conference by E. E. Schnellbacher (right), assistant director of the Commerce Dept.'s Bureau of International Commerce. Vernon Dawe of Lawe's Laboratories, and G. J. Stockmann of Wurster & Sanger, Inc., (l. to r.) hold the award certificates. Anthony J. Buchar, director of the Chicago Field Office, U.S. Dept. of Commerce, is at left.

On the balance of payments issue, two speakers contended that outflows through company investment in plants abroad had actually resulted in net improvements in the U.S. balance through increased exports. Culligan Inc.'s vice president Donald L. Porth said his export sales in 1963 were $791,000; now, with a Belgian factory operating, exports of components to that factory alone will be $1,300,000. Honeywell reported a similar experience, with their overseas plants becoming major customers for exported parts and components.

The Honeywell speaker, Edson W. Spencer, vice president for international sales, also commented that "although we don't like limitations on our freedom to invest abroad, we recognize that the U.S. has a gold flow problem, and it is our responsibility to do what we can to help the government solve it. If we are asked to sell more and invest less abroad, we can and will do it. It should also be said that we far prefer voluntary restraint to legislation and regulation."

Spencer said that business-government cooperation is working for overall U.S. interests. "The businessman, developing his international markets," he said, "also develops invaluable people-to-people contacts. The businessman can be one of the best salesmen for selling our free private enterprise system and for selling the success story of the non-Communist economies since the end of World War II."

Spencer paid tribute to U.S. Trade Centers and to U.S. exhibitions in international trade fairs, and to the "piggyback" program in which the U.S. Department of Commerce encourages experienced exporters to bring new, non-competitive exporters along overseas. Honeywell has participated in each of these Government-sponsored activities.

"Whatever you have a big or a small company," he said, "I believe you can get valuable advice from the international trade officials in our Department of Commerce, and I also believe that the 'hard sell' approach being taken by Commerce in looking for ways and means to stimu-

late exports is producing results and working to our advantage in developing our overseas markets."

Spencer included the subject of East-West trade among the major items facing exporters today. He put it on a plane with problems of developing a worldwide marketing unit, meeting national tastes and standards, designing and producing locally, and handling worldwide advertising and public relations.

He said: "The countries of East Europe are undergoing what has been called the 'Revolution of Rising Expectations.' After years of industrial planning concentrated on capital goods and heavy industry, and under the influence of a rising standard of living, the peoples of these countries are demanding more automobiles, better homes, more stylish clothes, western type business machines, and other products of advanced countries that our citizens have long demanded and obtained. This can give rise to new industries such as synthetic fibers, autos, tires, foods, plumbing and heating, and countless others. And in turn this offers the western businessman a new market for his technology and his products.

"It is not easy selling, and it is expensive selling. Trade fairs are the best way to contact the end user, and that means expensive preparations, complicated shipping requirements, and costly travel by many people. In some countries such as Hungary and Czechoslovakia it is getting easier to contact plant operators and end users, but in others and particularly in the U.S.S.R., the western businessman still deals almost exclusively through government foreign trade departments.

"This requires time, patience, and a willingness to stay in fairly close contact until you get your decision. German is the most useful language in business in most East European countries, and even though you find excellent English language interpreters in Moscow, a Russian-speaking member of your delegation is useful.

Competitors busy

"European and Japanese competitors are very active. They have men traveling and living in the U.S.S.R. and East Europe. They are building knowledge and contacts. Their products are acceptable.

"And if all those problems aren't enough, you have to realize that foreign exchange is short. You may get business one year because what you have to sell is either not available at that moment, or is in short supply. But they favor their own products, even though quality may not be up to our requirements.

"Foreign exchange is carefully allocated for specific projects by government planning departments, making it difficult to develop these markets the way you can when your ultimate customer has freedom of choice of what to buy and where to buy it. Even though demand is rising in these countries, they are still relatively poor and low in purchasing power when compared with western industrial nations.

"Finally, every American company has to face up to the decision whether or not to look for the trading opportunities that our government is urging us to find in East European Communist countries. It is a political decision that some companies have declined to make affirmatively; some are probing these unknown markets quietly; and a growing number of companies are aggressively pursuing the marketing potential in the Soviet Bloc."

Thomas M. Ware, board chairman of International Minerals & Chemical Corp. urged the conference to consider ways to meet the world's food shortage. He told the delegates "You have the rare capacity to do something about the tremendous pressures that are building up in the world population-food gap.

"You're right in the middle, bridging the gap between material resources and human needs. And when you know the world as you do, you know that agriculture needs all of the institutions of man to provide food.

"I think it was best described in the words of an Indian journalist to an American Peace Corp official at a Delhi diplomatic reception. 'You Americans,' he sighed, 'It's not your money or even your wheat that we really need. If only you could teach us how to organize ourselves. That's what we really lack: the gift of organization.' "

Ware told how he thought the problem will be solved: "Soil, climate—these are but two of the inputs. Modern tools—not only chemical fertilizers, hybrid seeds, herbicides, pesticides and all the rest, but the tools of advancing technology, computers, research—and of course, the needed capital, and a system which allows all these things to work are equally essential.

"Where these things can be had, there is where the food is going to have to come from to feed the world's oncoming billions."

Two Illinois-based companies serving world agricultural producers were presented with Presidential export excellence awards during the conference. They were Dawe's Laboratories of Chicago, making livestock feeds and nutrients, and Wurster & Sanger, Inc., of Riverdale, which builds process plants for glyceride fats, oils and acids. (See related story on Page 10.)

Licensing picture

G. Kenneth Crowell of the Kimberly-Clark Corp., Neenah, Wis., reviewed the current developments in licensing, joint ventures and manufacturing overseas (see related story in the Investment Opportunities section of this issue, p. 21) and concluded with cautionary words on preparing for the uncertainties in international business today:

"We are living in an ever-changing world, and changes are occurring at a much faster rate in many places overseas than at home. In selecting a vehicle for exploiting foreign trade, don't permit yourself to get into a straight jacket from which you can't extricate yourself without disaster if conditions should suddenly change. Maintain maximum flexibility of movement.

"And while the word 'retreat' is unknown in U.S. business and military parlance, keep an avenue open through which a 'strategic withdrawal' might be effected if the going gets impossibly rough.

"The odds are against every foreign venture being a howling success. Fortunately the winners usually outnumber the

Schnellbacher given surprise '30-year bowl'

Honors to E. E. Schnellbacher, assistant director of the Bureau of International Commerce of the U.S. Department of Commerce, were a feature of the 1967 Chicago World Trade Conference.

A surprise presentation of a silver bowl to Schnellbacher for his support of conference activities over the years was made by Robert G. Biesel, conference chairman. Delegates responded with a standing ovation as Schnellbacher was described as the "only person who has participated in all 30 Chicago World Trade Conferences."

Schnellbacher officiated at two Presidential "E" Award presentations during the meeting, and also served as chairman of a workshop on opportunities in world markets for smaller firms.

losers. But if you're convinced you have 'laid an egg', call it by its correct name and get out as gracefully as you can. Don't let pride and corporate ego overcome you to the point of 'putting good money after bad'. There are too many places still available where good money can be put with good results."

Small firm's story

Culligan's Donald Porth labeled his company an example of a small U.S. firm exploring the export market—it had an annual sales volume of $7 million when it turned to exports in 1957—and gave a list of the benefits that resulted from its international experience. These included:

"1. Diversification of our company. When business is down in one area, it is up in another. For example, this year, increase in gross national product in England is expected to be 1%, but in Italy, it is 5.4%.

"2. Research and development overseas helps develop new products that have good potential in the U.S.

"3. An exceptional training ground is provided for future management of the parent company. Middle management, too, is broadened through these experiences.

"4. We make more profit internationally. For example, the parent company at Northbrook, Ill., achieves a 7½% profit after taxes on sales. The company in Belgium has a profit of 8½%.

"5. We are convinced that exporting or international business is really not very mysterious. All of the forms, shipping details, and other transactions become routine.

"6. We find that international business builds prestige and recognition for the company, its dealers, and its employees. It enhances the value of our brand name. It improves the morale of our people and demonstrates the existence of exceptional opportunities for training and promotion."

Developing nations

The changing worlds of the developing nations of Africa, Asia and South America were discussed in conference market round-ups.

Thomas H. Miner, who is chairman of the Chicago Regional Export Expansion Council, described the political uncertainties of Africa to the conference and then asked what it meant in terms of trade and investment. He answered:

"Frankly, not too much. It certainly does not deter our industrial competitors in Europe and Japan. Nor should it deter U.S. investors and traders. U.S. exports are insured by the FCIA and the Export-Import Bank, and AID insures U.S. investments through its Investment Guaranty Program. Furthermore, loans in hard and soft currencies can be obtained under certain conditions from AID and from national development banks for overseas investments, thereby reducing overall exposure. Here are three very favorable factors:

"1. The economic development of the Continent is supported by $9 billion of imports, with emphasis on industrial goods. This is equivalent to almost 40% of the entire U.S. export market.

"2. Consumer goods sales are favored by the large populations, and brand loyalties. The first company in the market could well carve out a monopoly by fixing in the minds of the consumer their brand name as being synonymous with the product itself. In the Fanti language of Ghana, 'Bata' is the word for shoe. In the Congo, 'Arrow' is the equivalent of shirt. Over much of West Africa, kerosene, which is used for both lighting and cooking, is immediately associated with 'Sunflower,' the Mobil product. Africans are highly brand conscious and will happily pay more if the brand they are buying is associated in their minds with superior quality, greater strength, higher potency, etc.

"3. Investment opportunities in these developing countries are many and varied. We have been impressed through our work in African countries by the variety of investment opportunities. This is particularly true of our current work in West Africa in cooperation with a number of prominent Chicago investment firms.

"It is true that the number of current opportunities of a magnitude larger than $1 million are limited—typically no more than 20 projects of this size are currently feasible, or I should say plausible—in any one country. However, the range of smaller operations is very large, and their profitability usually excellent. Thus middle-sized and small Mid-America companies should take a particularly hard look. Such investments can usually take advantage of national incentives, of United States investment guarantees, of local capital, and possibly of loan funds from development banks, Export-Import Bank, or AID."

The "Far West"

E. Cress Fox of Central Soya's Chemurgy Division reviewed opportunities in the Far East—an area that he labeled, from his Chicago point of departure, as the "Far West."

"If I had to select one word to describe what is now going on in the business communities in the Pacific it would be 'momentum,'" he said. "Assuming that no catastrophic holocaust will develop behind the big red Bamboo Curtain, this momentum will continue.

"Part of this momentum is the consequence of local initiative and drive, which has been building up, but also a large part of it might be considered to be ancillary to what otherwise were a few hard knocks for the United States. Someone else has said that Oceania—Australia and New Zealand—turned their commercial eyes towards our side of the ocean as a direct result of the Battle of the Coral Sea and the introduction of jets.

"The balance of the Asian area, excepting possibly Pakistan and India, had been directly benefited in one way or another by our troubles in Korea and now Viet Nam. The funds which we have poured into the Far West for these disturbances have produced an overflow."

"Sleeper" country

Fox called Malaysia the "sleeper" of the Pacific area, calling particular attention to the new industrial complex of Petalang Jaya outside the capital city of Kuala Lumpur. He said:

"I personally believe Malaysia is a better source for starting up business in the peninsula over Singapore and Thailand at present, and I look for its influence to grow throughout the area with finished consumer goods. Singapore can be worked out of Kuala Lumpur, and through a Singapore trader business can be realized at present in Indonesia."

Delegates were advised to look at emerging markets in Latin America selectively rather than as part of any general assessment. This was the advice of Jose A. Mestre, Jr., of Business International Corp. Changes brought about by disintegrating protective tariffs when common markets become a reality, or by new communications or transport facilities, will have little relation to overall outlooks, he said. U.S. companies on the alert for these specific opportunities will find success in Latin America, Mestre predicted.

Brazilians there

A four-man trade mission from Brazil, including bankers from Sao Paulo and Porto Alegre, attended the Chicago trade conference. The presence of this group was called to the attention of delegates while the discussion centered on opportunities in Latin America.

Two Illinois firms get 'E' awards at Chicago World Trade meeting

Feed and nutrient producer, processing plant builder receive export promotion recognition before fellow Midwest traders

Presentation of Presidential "E" for export excellence awards to two Illinois firms, Dawe's Laboratories and Wurster & Sanger, was a feature of the 30th Chicago World Trade Conference.

Dawe's Laboratories, Inc., of Chicago, has developed international markets for its livestock feeds and nutrients by furnishing technical assistance in management and methods of production, adapting products to meet local requirements, establishing regional production and distribution centers, and developing special packaging to lower shipping costs. The company manufactures poultry and animal feeds, medicinal chemicals, vitamins, nutrients and hematinic preparations. Dawe's exports have doubled in three years, approaching 10% of total sales.

Dawe's management recognized in 1959 that the overseas markets were developing rapidly. The old customers were becoming more sophisticated and needed a much more extensive service program; the less developed areas were progressing economically and needed low cost meat protein for larger segments of their populations. This meant increased poultry production on a scientific basis, with a balanced nutritional program.

Set up blending units

An exporting plan was developed based on establishment of low cost blending plants in several overseas locations. These plants use raw materials from the United States and products available locally which cannot be supplied from the United States at competitive prices. Each plant has a competent technical serviceman to maintain Dawe's quality level.

Dawe's has developed markets in Southeast Asia, Taiwan, Hong Kong, the Philippines, South Vietnam, Singapore and Thailand by appointment of sales agents with knowledge of the newest developments in feed manufacturing and in poultry and livestock production.

Problems similar to those Dawe's had encountered in Europe and Latin America were found in these developing areas. To overcome the high duties on the completely blended feed, the package was separated into three individual portions and each was shipped separately as raw materials, therefore falling in lower duty categories. The agents blend these component packages per Dawe's instructions.

Dawe's overseas sales line includes two items not carried in the United States: concentrates—made to combine with grain, which is more readily available than protein in some countries, and provide nutritional balance; and animal health products—veterinary pharmaceutical products.

The marketing program includes an advertising plan in which the agent receives an advertising allowance and suggests the details best suited to local conditions, such as local language copies of Dawe's publication *Frontiers in Nutrition Supplement*.

A special computerized service provides formulas for feed in different areas, based on lowest-cost ingredients available.

As technical advisors to feed manufacturers around the world, the Dawe's technical staff members offer guidance on which ingredients to use in production. U.S.-produced soybean oil meal and corn are usually included in the formulas.

As further assistance to foreign customers, Dawe's schedules training programs, seminars, workshops and other meetings regularly.

Wurster & Sanger, Inc., of Riverdale, Ill., has cultivated worldwide markets for its custom-engineered processing plants and has increased international operations on a sustained basis. This has been accomplished through judicious licensing and joint-venture agreements, constant follow-up on leads, competitive pricing and delivery schedules and continuous technical services. Exports now comprise their entire business, and are growing at the rate of over 10% per year.

Wurster & Sanger has specialized in the field of consulting, developing, designing and supplying complete process plants for glyceride fats and oils, fatty acids, glycerine and their by-products since 1921. The company's development work in this specialized field has resulted in many new processes and equipment designs, noted for their quality, efficiency and durability. They now have one or more process plants in operation in 43 countries around the world.

The advent of the Foreign Credit Insurance Association was particularly helpful, especially with medium term insurance. With the Export-Import Bank underwriting political risks and FCIA underwriting commercial risks, Wurster & Sanger is able to offer potential customers deferred payment terms comparable to those extended by foreign competitors.

Through a 1963 licensing agreement with a Netherlands firm, Wurster & Sanger has representatives in over 150 countries. Another type of representation is a joint-venture with an established Brazilian firm, chartered and licensed to do business in Brazil, with the hope of expanding operations to the complete Latin American Common Market.

Wurster & Sanger has embarked upon a direct mail program in advertising, with a current mailing list of over 5000 firms within their field of specialization. The program calls for five mailings per year, each mailing covering 67 countries. The company also uses trade journal advertising.

Overseas exhibits

Wurster & Sanger exhibits overseas, presents technical papers at scientific and technical associations, and exhibits in the United States at the American Oil Chemists' Society convention which is well attended by foreign engineers and chemists.

While negotiations for many projects are handled by correspondence between Wurster & Sanger and its representatives or the potential customer, trips overseas have become more important. With increasing frequency, Wurster & Sanger personnel visit the home offices of potential customers after preliminary negotiations are completed.

All Wurster & Sanger plants are sold with the understanding that one or more engineers will be available to check over the erected plant, to put the plant in operation and to supervise the training of the customer's plant personnel.

Every effort is made to point out to the customer that his acceptance of the plant does not terminate Wurster & Sanger responsibility to him. Wurster & Sanger will supply spare parts to keep his plant in efficient operation. If a technological breakthrough occurs, and if the customer's plant can be modified to incorporate the change, this is brought to his attention.

The Dawe's and Wurster & Sanger awards were presented by the Department of Commerce's E. E. Schnellbacher, assistant director of the Bureau of International Commerce.

American Chamber of Commerce, London, notes 50 years of service

Handles information requests of U.S., British businessmen, promotes trade contacts, prepares monthly, annual publications

A riffle through the IN-basket of Mr. Emil Kekich at 75 Brook Street, London, would pick out activities like the following, in a recent two-month period:

A Kalamazoo, Michigan, manufacturer of copper-clad laminate for insulation in communication equipment and computers asked for names of likely United Kingdom distributors for its products. List supplied.

A marketing man in Cleveland wanted a list of U.K. companies specializing in market research. Information provided.

A manufacturer of china and earthenware in Omaha asked for the names and addresses of their leading counterparts in Great Britain. Request fulfilled.

A partner in a Detroit law firm sought to determine the extent of bank window depositories in Great Britain. Details on this practice were sent to him.

The London subsidiary of a U.S. dental company asked for information on specialized dental products made by rival concerns in the U.S. Such information was assembled and transmitted.

Two British ad executives, due to visit the U.S., asked for and received extensive preparatory contacts and a suggested itinerary.

From Lancashire, an inquiry about U.S. automatic vending machines was received. A company list was sent to this possible distributor.

From Manchester, a materials handling firm looking for U.S. products to make under license was given appropriate company names.

Chamber is there

Such inquiries come to 75 Brook Street because it is the address of the American Chamber of Commerce (United Kingdom), now rounding out 50 years of service to the American and British international trading communities. Emil Kekich is its executive director.

In the same September-October period of these inquiries, the Chamber of Commerce was also the scene of personal visits by important business and government leaders. Among the Americans who stopped to talk with Mr. Kekich and others about the current British-American trading situation were such men as Jack Valenti of the Motion Picture Producers Assn.; Dr. Edward L. Bernays of the Bernays Foundation; the London correspondents of the New York Times and the Chicago Tribune; state business development officers from Illinois, Utah, North Carolina, Minnesota, and Alabama.

Meanwhile the Chamber's monthly luncheon series continued at the Savoy Hotel. An audience of 289 U.S. and British businessmen heard Sir Charles Wheeler, the chairman of Associated Electrical Industries in September, and a group of more than 300 listened in October to Sir Frank Kearton of Courtaulds. The Chamber also sponsored the tenth in a series of regional luncheons during this same period, before a capacity audience in Cardiff, Wales.

Aided America week

At the same time the Chamber of Commerce assisted other U.S. organizations in their London activities. It participated at a preview of an America Week furniture promotion by Harrison Gibson, Inc. at the U.S. Trade Center, joined with the Maryland Port Authority in connection with the London showing of a Baltimore port motion picture, and was represented at a dinner hosted by the Massachusetts Port Authority's Port of Boston Trade and Goodwill Mission.

Conversely, the Chamber offered the presence of the U.S. business community at events sponsored by British groups. Last Sptember, at the invitation of the Development Corporation for Wales, Mr. Kekich formally opened the second Industrial Exhibition for Wales at Cardiff. This action was covered by the local and trade press and by BBC-Wales, and gave Mr. Kekich the opportunity to relate the Chamber to the industrial and commercial life of Wales.

The London Chamber publishes a monthly magazine, *Anglo-American News*, and an annual reference work, the *Anglo-American Year Book*, the only directory of its kind.

The official celebration of the Chamber's Golden Jubilee brought an audience of more than 1,000 to the Great Hall of Grosvenor House recently. The principal speakers were Great Britain's Michael Stewart, Minister of State for Economic Affairs; David K. E. Bruce, U.S. Ambassador to the United Kingdom; John T. Connor, then U.S. Secretary of Commerce; and M. A. Wright, president of the Chamber of Commerce of the United States. Harry E. Hartzell, president of the American Chamber, officiated.

Origin in U.S.

American chambers of commerce abroad, including the one in London, have been established in response to requests by the Chamber of Commerce of the United States.

They were instituted as voluntary associations of free enterprise representing American firms and individuals doing business with the given foreign country, as well as firms and individuals of that country interested in doing business with the United States.

The London Chamber was founded in 1916 to help develop an efficient flow of war material from the United States to Britain and her allies. The chamber now includes in its membership many British and American leaders in industry, banking, shipping and commerce. The number of members has increased from about 700 in the 1920's to 2,000 at present.

The chamber was designed to cooperate closely with the governmental authorities of the two countries, but is unofficial, strictly private, non-profit and supported by annual dues of the membership. As a member of the Chamber of Commerce of the United States, it is eligible to use that organization's informational and other facilities, but is otherwise fully autonomous. Its constitution requires that its president, vice president and a majority of the governing board be American citizens.

U.S. walnut log exports dipped 30% during 1966

U.S. exports of walnut sawlogs, veneer logs and bolts in 1966 amounted to 12.8 million board feet, log scale, valued at slightly over $17 million.

The 1966 volume was about 30% below that of 1965, when the total reached a record 18.1 million board feet and a value of $25.1 million.

Exports for 1962-64 were as follows: 1962, 10.3 million board feet valued at $9.9 million; 1963, 14.4 million board feet valued at $13.5 million; 1964, 9.6 million board feet valued at $10.7 million.

Walnut logs were under export quota control from Feb. 14, 1964 to Feb. 13, 1965.

Balance of payments showed some improvement in 4th quarter and for full year 1966, but drain persists

Adverse balance of $1.4 billion is only half of 1964 figure; heavy import demand appears to have slackened at end of year

Preliminary figures on the balance of payments show that during the fourth quarter of 1966 U.S. official reserve assets rose by $6 million. However, liquid liabilities to all foreigners increased by $527 million, and liquid as well as certain nonliquid liabilities to foreign official agencies increased by $184 million.

The Commerce Department's Office of Business Economics reports, therefore, that the balance measured on the liquidity basis was adverse by $521 million, and that the balance measured on the official reserve transactions basis was adverse by $178 million.

Adjustments for seasonal factors raised the adverse balance measured on the liquidity basis to about $550 million, and that measured on the official reserve transactions basis to about $250 million.

The $6 million increase in official reserve assets was composed of a decline in the U.S. gold stock by $121 million and in the gold tranche position in the IMF by $46 million, while holdings of convertible currencies increased by $173 million.

For the whole year, official gold holdings dropped by $571 million, and the gold tranche position by $537 million, while convertible currency holdings, mainly British pounds, increased by $540 million. The aggregate decline of $568 million in official reserve assets in 1966 was less than half of the $1,222 million drop in 1965. Considering only changes in gold holdings and the gold tranche position, the $1,108 million decline in 1966 was also substantially less than the $1,571 million decline in 1965.

Liquidity basis

The seasonally adjusted adverse balance measured on the liquidity basis of $550 million represents a deterioration from the adverse balance of $200 million in the third quarter and of $130 million recorded for the second quarter, but roughly equals the balance in the first quarter. For the year this balance was adverse by $1.4 billion, only slightly more than the $1.3 billion recorded for 1965, and roughly half of the adverse balance of nearly $2.8 billion in 1964.

The balance measured on the official reserve transactions basis had much larger quarter-to-quarter movements. The seasonally adjusted adverse balance of $250 million in the fourth quarter followed a favorable balance of about $950 million in the third quarter. The fourth quarter adverse balance was slightly higher than in the first two quarters, indicating that the favorable balance in the third quarter reflected exceptional conditions.

For the entire year, the official reserve transactions balance was in surplus by about $270 million. In 1965 that balance was adverse by about $1.3 billion and in 1964 by about $1.5 billion.

Pound stronger

The decline of over $600 million in liquid dollar accumulations on foreign private and international agencies' accounts during the fourth quarter reflected the abatement of the exchange difficulties of the British pound, and the declining need of American banks to attract deposits through their foreign branches as the strain on their financial resources relaxed.

On the other hand, the increase in acquisitions by foreign official agencies of time deposits and time deposit certificates and nonliquid longer-term Government obligations improved the balance measured on the liquidity basis by about $245 million, but had no effect on the balance measured on the official reserve transactions basis.

Both balances were improved during the fourth quarter by advance debt repayments to the U.S. Government of $200 million, nearly the same amount as in the previous quarter. They were also improved by larger advance receipts for military equipment, including $250 million from Germany.

The seasonally adjusted excess of nonmilitary merchandise exports over imports increased from the third to the fourth quarter by $70 million to about $860 million, or $3.4 billion at an annual rate. The rise was relatively small, and net exports even at the higher fourth quarter rate were still considerably smaller than in the first half of the year, or in any full year since 1959.

Nevertheless, the fourth quarter rise interrupted a decline which except for the recovery period after the shipping strike in the winter of 1965 had continued for about two years. In the fourth quarter, the long rise in imports did not continue, but the rise in exports also slowed down.

U.S. nonmilitary exports were $7.5 billion in the fourth quarter. This was less than $100 million above the third quarter. The slower advance in the fourth quarter reflected a decline in agricultural exports by about $75 million from the third quarter peak.

Nonagricultural exports rose by $165 million in the fourth quarter, or by about the same amount as in the preceding quarter. Roughly two-thirds of the fourth quarter rise reflected expanded exports of automobiles and parts to Canada.

Nonmilitary exports for the year were $29.2 billion, nearly $3 billion higher than in 1965. Both agricultural and nonagricultural exports rose by about 11%.

Fourth quarter imports were $6.65 billion, about the same as in the third quarter. In the fourth quarter, imports of sugar, petroleum, and steel declined, following substantial increases in the third quarter. Imports of industrial materials other than petroleum and steel also decreased.

However, imports of capital equipment and consumer goods other than automotive products from Canada continued to rise, but at a considerably slower rate. Automotive imports from Canada rose by over $100 million.

Imports up 19%

The year-to-year gain in imports was about 19%. The $4 billion rise to $25.5 billion in 1966 reflected conditions of high domestic demand and tight supply, which apparently eased in the fourth quarter.

Purchases of foreign securities newly issued in the United States were considerably smaller than in the third quarter, when such transactions included large purchases of bonds issued by international agencies. The fourth quarter rate may have been somewhat less, however, than the average quarterly amounts that can be expected to be sold here by Canada, international agencies, and other countries exempt from the Interest Equalization Tax, particularly if the cost of borrowing in U.S. markets declines from the

relatively high level prevailing in the second half of 1966.

Purchases of foreign securities newly issued in the United States amounted to about $1.1 billion during 1966, about $100 million less than in 1965.

The decline in purchases of newly issued foreign securities was in part offset, however, by a drop in liquidations of outstanding foreign securities.

Claims on foreigners reported by U.S. banks increased during the fourth quarter by nearly $300 million, but even this large outflow of funds was less than the usual seasonal movement. After seasonal adjustment there was a small inflow of funds, with net foreign repayments of long-term credits slightly exceeding a net increase in short-term credits.

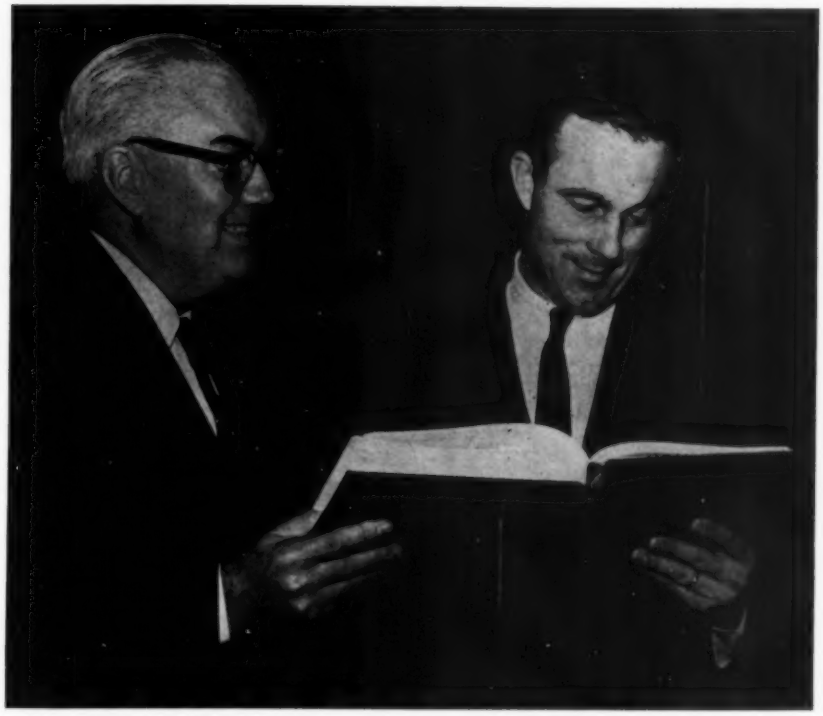
For 1966 as a whole foreign claims reported by U.S. banks shrank by $260 million, consisting of a $330 million decline in long-term claims and a $70 million increase in short-term claims. In 1965 net liquidations of bank reported claims were close to $100 million.

Substantial recovery

Foreign purchases of U.S. securities in the fourth quarter are estimated at $110 million. This includes about $90 million of newly issued securities of U.S. corporations to finance their foreign investments. The fourth quarter sales represent a substantial recovery of such issues from the third quarter, when they amounted to only $35 million.

Other transactions for which detailed data are not yet available apparently resulted in a net outflow of about $2.1 billion, after seasonal adjustment. The relatively large debit balance on these transactions, which include all services transactions, investment incomes, Government grants and capital outflows, and the movement of corporate funds for direct and other investments abroad, compensated for the relatively low balance in the third quarter. For the third and fourth quarters together this balance was slightly less adverse than in the first half of the year. However, the transactions included there appear to have been a major but perhaps temporary factor in the fourth quarter deterioration of the balance of payments measured on either the liquidity or the official reserve transactions basis.

The complete balance of payments tables will be published in the March issue of the *Survey of Current Business*, a monthly publication of the Department of Commerce, which is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. An annual subscription is $6; single copy, 45 cents.



THE NEW *EXPORTERS' ENCYCLOPAEDIA* is discussed by Charles S. Mill (l.), vice president of Dun & Bradstreet, and Acting Secretary of Commerce Alexander B. Trowbridge. The revised volume is the 62nd edition of the reference work. (See notice in New Books and Reports section, page 35.)

Ft. Worth mission now in South America looking for markets

Group is promoting sales of variety of equipment, plastics, foodstuffs, feeds

A six-man trade mission from Fort Worth, Tex., is traveling in four South American countries to investigate the market for electronics and communications equipment, materials handling equipment, plastics, foodstuffs, animal feeds and construction equipment.

Supported by the Commerce Department's Bureau of International Commerce, the mission is the third the Fort Worth Chamber of Commerce has sent to Latin America in the past year. The group, which departed on Feb. 19 and will conclude its work on March 11, is visiting Caracas, Venezuela; Bogota and Cali, Colombia; Guayaquil, Ecuador, and Lima, Peru.

John F. Spragins, Jr., Fort Worth Chamber of Commerce, is heading the mission. Other members are Theodore F. Lange, First National Bank of Fort Worth; T. W. Moore, Fort Worth Tower Co.; Robert E. Richards, Marti Electronics; W. F. Sprinkle, McGowan & Sprinkle, and Paul Thomas, Thomas Conveyor Co.

Turkey opens pipeline from oilfields to port city

Turkey has inaugurated a new, 500-kilometer pipeline from the oilfields at Batman to the port city of Iskenderun. The pipeline, which reportedly cost $38.9 million, will have a capacity of 70,000 barrels per day, with crude to be supplied by TPAO, the Government-owned oil company, Shell, and Mobil.

To facilitate transfer of the crude to waiting tankers, 150,000 metric ton capacity storage facilities have been put up at both Batman and Iskenderun.

At the opening ceremony, Prime Minister Demirel urged Turkish technicians to speed efforts to discover new fields, and emphasized Turkey's need for new investments in exploration and refining.

ITALIAN CAMERAMAN FILMS DEMONSTRATION of U.S. fish products at the Milan Trade Center. Included in the display were caviar, canned seafood, and the most popular item, a frankfurter made entirely of fish.

U.S. 'fishfurter' wins Italian palates at Milan Trade Center

Interior Department exhibit draws strong interest among nation's food marketing community; new show scheduled for Frankfurt

What will they think of next? They already have, and it's a frankfurter made entirely out of fish.

It was introduced to European consumers at the Interior Department's Bureau of Commercial Fisheries exhibit during a recent U.S. Food Products Exhibit at the Milan Trade Center.

The fishfurter, which reportedly tastes just like meat although it's made entirely from fresh-water fish, was the hit of the exhibit. The show was the ninth in a series of successful overseas trade promotions staged by the Interior Department for U.S. processed fishery products.

Interest high

Though it's still too early to assess the show's results in terms of U.S. sales, the participating companies have already received over 40 expressions of interest in specific products displayed at the exhibit.

A total of 12 domestic fishery firms supplied approximately 30 different species of frozen, canned, and processed fishery products for the show.

In addition to some packs and species which were well known on the Italian market such as frozen squid, shrimp and king crab meat, there were other products completely new to the Italian trade.

Aside from the fishfurter there were also carp roe from the Great Lakes, caviar made from whitefish, canned lobster morsels, canned lisa, canned codfish cakes, frozen chub fillets, and Maine lobsters which had been frozen by a liquid nitrogen process.

The American caviar, although introduced in Europe during the Vienna and Munich shows in September, had never been seen nor sampled by the Italian trade until this introduction.

The many new species further increased the desire of the Italian trade to import and market most of the frozen and canned varieties of U.S. fishery products which were exhibited.

Although competition is keen in Italy there is definitely a market for U.S. fishery products, and it seems that the Italian market is now ready for new food products which are conveniently and attractively packaged. If history repeats, one or more of the new products introduced at Milan will be successfully marketed in Italy.

The 12 fishery firms which exhibited included four first time participants. Like many others which regularly exhibit their products at international food trade shows, they became acquainted with the program through the various reports of successes at previous fairs.

Agents handling other products at the exhibit have also reported finding interest in U.S. fish products during their travels in other European countries after the show. Commercial Fisheries relays these reports to U.S. firms dealing in the particular product concerned.

Additional exhibition

Another food show will be held at the U.S. Trade Center in Frankfurt, Germany during April 5-14. This will be an all-trade show of exclusively U.S. processed foods, attended by the top businessmen of the West German food trade on an invitation basis. Since Frankfurt is a well-known commercial city, this show is expected to attract trade visitors not only from West Germany but from most of the other leading markets of Europe.

Further information is available from the Interior Department's Office of International Trade Promotion, Room 606 Lynn Building, 1111 19th Street North, Arlington, Virginia 22209.

Mozambique plans third industrial, commercial fair

The third Agricultural, Commercial, and Industrial Fair of Mozambique (FACIM) is scheduled to take place in a large, permanent exhibition ground devoted to FACIM at Lourenco Marques, June 24-July 9.

The Fair will have the participation of Mozamibique, Portuguese, and Angolan firms displaying their manfactured products, as well as a substantial number of South African companies. European, American, and Japanese firms are expected to participate in the exhibition. through local agents and distributors.

The second edition of the FACIM Fair, in 1966, recorded an attendance figure double that of its predecessor a year earlier. Fair officials are confident that last year's 80,000 visitor mark can be substantially bettered this year.

Write: Felix N. Pires, Director, FACIM, Lourenco Marques, Mozambique.

Worldwide Business Outlook pages 15-18

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Ministry of Economic Affairs estimates value of 1966 foreign decisions to invest in **Belgium** at between $110 and $120 million, of which $50-60 million were by U.S. companies. . . . Recent industrial developments in **Ethiopia** include the approval of a $3 million joint Fiat-Land Rover assembly proposal involving the production of about 1,000 vehicles annually; and the opening of the Ethio-Japanese Synthetic Textiles plant, the first of its kind in the country. The assembly plant would turn out 500 heavy trucks, 350 Land Rovers, and 150 buses each year. The textile mill is expected to produce approximatly 3,250,000 yards of nylon fabrics a year, or the entire currently estimated national demand. Complete Ethiopian control of this plant within the next ten years is part of the country's plan to become self-sufficient in textile production. . . . The establishment of Agrimal Ltd., a **Malawi** firm specializing in the manufacture of simple agricultural implements including hand tools and ploughs, is expected shortly. The plant will be operated under a joint-venture arrangement by the Malawi Development Corp., the Rhodesian Plough and Machinery Co., a subsidiary of the Massey-Ferguson Co., which will furnish the basic materials, and Bookers (Malawi) Ltd., which will act as distributor of future output. Total capital investment will be approximately $70,000. . . . **Netherlands** imports for 1966 totaled $8,011 million, 7.5% above 1965; 1966 exports reached $6,745 million, 5.6% above the previous year. . . . Preliminary estimates are that **Spain's** national income rose 10% in current terms, 8.1% in real terms, last year to $20.4 billion; based on this estimate, per capita income reached approximately $640. . . . Indications are that **Switzerland's** agricultural production is increasing. The most recent cotton crop was a record of 8,796 short tons, worth an estimated $1.5 million, and the 1966 export crop of citrus totaled 953,080 half cases, an increase of 51.6% over the previous season. Additionally, a record sugar crop for the season ending in April is anticipated, with production expected to reach 167,000 short tons. Sugar and citrus are the country's major exports, while cotton is of increasing importance.

Swiss still big buyers

U.S. sales outlook for 1967 is good, but unlikely to top last year's 13% rise

By RENE LUTZ
Commercial Officer,
U.S. Consulate General, Zurich

Prospects are good for a continued high level of U.S. sales to Switzerland in 1967. However, it may be difficult to top the record reached in 1966.

U.S. exports to Switzerland in 1966 amounted to $355 million, up 13% over 1965, and the highest in a long history of active trade relations.

Total Swiss imports in 1966 also were the highest on record; Swiss purchases from the rest of the world have increased every year since 1958. The United States supplies about 9% of this expanding and varied market.

The temperature of the Swiss economy has been deliberately cooled by Swiss Government actions during the past several years. As a result, there has been a slow-down in the rise in domestic prices, wages, and consumer demand.

The Government-imposed labor ceilings have reduced the number of foreign workers in Switzerland. The decreasing number of available workers in a period of high economic activity has encouraged the introduction of labor saving equipment and the rationalization of production.

The labor shortage is felt in all aspects of the Swiss economy—in services and in office work as well as in manufacturing and agriculture. This situation has opened up opportunities for a wide range of American products.

Another development that may result in sales possibilities for American manufacturers is the move in some Swiss industries towards forming combines in order to achieve specialization at lower costs, and to make greater research possible.

Apparent in textiles

This tendency is particularly apparent in the textile industry, and is a response to the competition and opportunity brought about by the formation of the greatly expanded marketing areas of the European Common Market and the European Free Trade Association. This should create sales possibilities for American machinery exporters.

Despite the introduction of labor saving equipment, rationalization, and the grouping of some firms into larger combinations permitting greater output of specialized products, there are severe limits to the extent that Swiss industry can achieve lower costs through introduction of high volume production methods.

Switzerland's industrial production probably will continue to be mainly of relatively small amounts of specialized products requiring particular skill and attention in their manufacture. This characteristic of Swiss production is based largely on the relatively small internal market, the lack of domestic raw materials, and the need to compete on world markets on the basis of superiority in specialized products.

Thus, although Switzerland is not a good market for machines that stamp out a million of anything, it is a good market for machinery, devices and instruments that can lower the costs or improve the quality of individually-produced specialized units.

Swiss distributors of leading American manufacturers of instruments report that sales increased in 1966, and are expected to increase still further in 1967. In this market there is a shifting from electronic tubes to semiconductors. Competition among U.S. suppliers is becoming keener, and there is a movement by American firms to transfer production to Europe.

The outlook for sales of construction

THE MOST HIGHLY COMPUTERIZED ECONOMY IN EUROPE, Switzerland is a natural customer for advanced U.S. machines. However, import competition is extremely rough in this field.

machinery and equipment is influenced by two conflicting factors. One is favorable—a vigorous roadbuilding program—and the other unfavorable—a continuing tight capital market that discourages private construction and makes the financing of machinery purchases more difficult. In some cases purchases are being deferred, which will create a backlog of demand that will be felt at some later date.

Despite the credit stringency some importers of U.S. construction machinery report that 1966 was better than 1965, and that they expect an even better 1967. Others are less optimistic, pointing out that conditions have changed since a few years ago when contractors were willing to pay high prices for quick deliveries of equipment.

Buyers today are more price-minded. Furthermore, there is an increasing amount of second-hand equipment on the Swiss market that makes the sale of new equipment more difficult.

However, American heavy construction machinery is particularly well regarded in Switzerland. American suppliers of this type of equipment should continue to hold the greater part of this market.

In medium and lighter equipment there is strong competition from European suppliers. Some of this equipment is produced under licenses from American manufacturers.

Numerically controlled machines

The demand for machine tools in Switzerland is expected to be somewhat smaller in 1967. However, within this group of products prospects remain good for United States numerically-controlled machine tools, and for special machines not available from other sources. The use of numerically-controlled machines is increasing in Switzerland; thus far the price difference between those made in the United States and those made in Europe is not substantial.

The outlook for U.S. producers of conventional or standard types of machine tools is generally unfavorable, because of the condition of the market and competition from nearby sources.

The severe labor shortage and the drive to cut costs in order to remain competitive on international markets has resulted in introduction of labor saving equipment in the office as well as the factory.

Switzerland is the most highly computerized economy in Europe. The increase in the use of computers continues, and is actively pushed by leading U.S. firms' representatives in Switzerland.

However, competition is extremely rough, as some suppliers cut prices in attempts to break into the market. Although tight credit conditions may hamper sales, the prospects for smaller units are considered good.

The increased number of supermarket retail outlets, and the shortage of staff has increased the use of packaging materials. American suppliers are active in filling this expanding market, but face stiff competition from other suppliers.

Automobile registrations in Switzerland were up about 3% in 1966, continuing the steady upward climb in the number of automobiles in Switzerland. The outlook is favorable for increasing sales of automobile parts, accessories, garage equipment and related supplies.

On the other hand dealers in boats and accessories report that demand has slackened, and that imports from the United States are likely to be lower in 1967. The downturn in demand is ascribed to a leveling of boom conditions and the lack of facilities for mooring and storing additional boats.

Commercial Officers in Switzerland have received many inquiries asking for U.S. sources of paper for the manufacture of paper clothing, and of finished paper clothing as well. These inquiries have been stimulated by the considerable newspaper, magazine, and TV notices and publicity on this subject. It is likely that a market could be developed for this line of products.

Department store buyers report that paper products, including high grade stationery, from the United States generally sell well in Switzerland.

An informal survey by the Zurich Consulate General of importers and dealers of musical instruments and suppliers revealed that the United States is a strong source of percussion instruments, some high grade wind instruments, and electronic organs. The music trade reported that sales of electric guitars and other devices for the making of 'beat' noises had passed their peak.

Discussion with Swiss department store officials has revealed that U.S. producers can provide a long list of goods for the Swiss market, if they offer attractive styles and competitive prices.

These include cotton and synthetic

piece goods, terry cloth items, summer and cocktail dresses, blouses, pajamas, ladies night wear, foundation garments, corsets, baby dresses, infant gift sets, bath room accessories, cosmetics, men's summer suits, drinking glasses and colored glassware, luggage, lawnmowers, kitchen gadgets and novelties, spices and some canned goods.

The sale of U.S. consumer products in Switzerland will be encouraged this spring by a number of America Weeks to be held by leading department stores and by a chain of men's clothing stores. These promotions are part of the Department of Commerce's program to promote exports of consumer goods.

The potential for increased sales of consumer goods in Switzerland is considered favorable in view of the rise in consumer incomes and the tendency of major retail outlets to move into higher grade merchandise.

Indicators of interest

A good indication of the direction of Swiss interest in U.S. products can be obtained from letters and business visitors requesting names of manufacturers of specific kinds of products. These inquiries are usually made with the intention of making purchases, or of becoming distributors for U.S. manufacturers.

In recent months Commercial Officers in Switzerland have received inquiries from Swiss businessmen concerning agricultural machinery, air conditioning equipment, boats and accessories, chemical specialties, men's and women's clothing, machinery of all sorts, cosmetics, electrical and electronic equipment, foodstuffs, hardware, hospital equipment, household appliances, instruments, office machines and supplies, paints, paper products, plastic products, textiles, tools, water-treating equipment, toys, sporting goods, and novelties.

The range of the many products listed above indicates the scope of market possibilities for American products in Switzerland. This market is considerable in size, despite the fact that there are less than six million domestic consumers. There are no payment difficulties and tariffs are generally low.

Swiss buyers look to the United States for something 'new'. American products that offer some distinctive new feature or which have advanced technological aspects often have the best potential.

Initial orders are often small, but business relationships are firm once they are established. The Swiss total import market now amounts to about $4 billion annually, and is well worth the best efforts of U.S. manufacturers and exporters.

Washington policy-makers and on-scene trade specialists discuss African outlook at Nairobi meeting

Four-day conference brings interchange of ideas on leading issues affecting U.S. trade and investment in Africa

By B. ROBERT SARICH
Acting Director,
Africa Division, BIC

The first Africa conference of Economic and Commercial officers, bringing together Washington policy-level officials and 29 senior officers serving in various African countries, took place in Nairobi, Kenya, recently.

The meeting's agenda included discussion of all aspects of U.S. trade with and investment in Africa, export promotion efforts and techniques, and a review of all factors affecting the expansion of American exports. Consideration was also given to operational matters, in particular the integration of economic and commercial activities, and commercial and economic reporting.

The conference was under the joint chairmanship of Mark C. Feer, Deputy Assistant Secretary of Commerce, and Anthony M. Solomon, Assistant Secretary of State for Economic Affairs.

Wide range of issues

The conference offered an opportunity to officers stationed in Africa not only to exchange ideas and experiences among themselves, but also to be briefed by Washington officials on a wide range of domestic and foreign policy issues. Among the current policy questions explored were the U.S. balance of payments situation, the voluntary investment restraint program, various commercial policy issues related to the Kennedy Round and East-West trade relations. The concept of regional assistance generated considerable debate. Conferees devoted considerable attention to the U.S. export expansion objectives and reviewed in detail impediments to U.S. trade with African lands.

The concept of export additionality was also considered, in connection with AID programs, whereby closer coordination between the Economic and Commercial Sections and AID Missions at overseas posts would help to further U.S. trade goals. Underlined was the need for diligence in examining country development plans and AID programs to discover export possibilities as soon as they appear. Alertness to new trends in consumer demand was also stressed.

Most of the conferees agreed that U.S. private investment in Africa, which is steadily growing, will play an important role in assuring a stronger U.S. business presence in the growing markets of this part of the world.

Participants assessed the impact of regional trading blocs in Africa on U.S. trade. It was generally agreed that the United States should continue to oppose, in all appropriate forums, discriminatory tariffs and other restrictions against U.S. products. Conferees dealt extensively with factors inhibiting trade with African countries, including restrictive licensing and quantitative limitations, the smallness of markets, shortage of foreign exchange, established trade patterns and buying preferences, presence of expatriates in local business and banking, language barriers and difficult and costly communication and transportation.

Other major commercial policy matters were also reviewed extensively, including those related to trade relations with South Africa. In Southern Rhodesia, American exports are expected to be minimal, due to the U.S. support of the U.N. action forbidding essential exports to that country.

The participants noted that the number of American businessmen visiting African countries is increasing markedly.

Endorse trade missions

The Africa-based personnel felt that this business interest would be further enhanced by U.S. trade missions, participation in trade fairs and exhibits and mobile trade fairs, all of which are desirable and necessary in order to help introduce American products in African markets. Several suggested that trade missions be given power to take orders on the spot, as missions of many other countries do.

Most officers shared the opinion that

the potential of trade centers or trade and development centers should be explored further, and that the products to be exhibited be carefully identified. It was generally agreed that promotion techniques should be tailored to individual African markets. The need for service and maintenance facilities was strongly emphasized, as well as the idea of financing trips of prospective buyers to the United States.

The Department of Commerce Piggyback program was among the marketing techniques drawing strongest interest. Under this program companies not equipped to sell their products abroad arrange for other companies which are already well established in export operations to sell for them. Their products ride to market, with experienced exporters carrying them through their own distribution channels.

Another proposal discussed was the feasibility of establishing a trading company for Africa, as other countries have successfully done. Trading companies now operating in Africa have branched into non-trading activities such as local manufacturing operations.

Attention was also devoted to trade opportunities, follow-up action, and the World Trade Directory activities. In the future, trade lists will be prepared in Washington on the basis of WTD information. The economic and commercial officers welcomed the new American International Trader's Index and other efforts to automate commercial information.

Conferees were also concerned with financial matters, especially financing of exports, installations and service facilities. They suggested that the Export-Import Bank be empowered to offer more liberal loan terms in order to meet competition from other countries.

Discussion of operational problems centered on various aspects of career development, more timely and useful reporting, and integration of various economic and commercial functions. Field personnel at the conference expressed appreciation for Washington efforts to reduce scheduled industry and commodity reporting in favor of alert comments on market developments and trends.

Helping Feer and Solomon explain Washington's viewpoint were (from State): Eugene M. Braderman, Deputy Assistant Secretary for Commercial Affairs and Business Activities; Samuel Z. Westerfield, Deputy Assistant Secretary for African Affairs; and Edwin M. Adams, Special Assistant to Deputy Under Secretary for Administration: (from Commerce): Lawrence A. Fox, Director, Bureau of International Commerce; Donald Gilpatric, Director, Office of Foreign Commercial Service; and B. Robert Sarich, Acting Director, Africa Division, Office of International Regional Economics.

Africa-based participants in the Nairobi Conference included Charles C. Adams, Jr. (Accra); James H. Ashida (Khartoum); Robert A. Brand (Lagos); David P. N. Christensen (Libreville); Thomas C. Colwell (Kampala); James C. Curran (Dar-es-Salaam); Francois M. Dicman (Tunis); Michael E. C. Ely (Algiers); Arne T. Fliflet (Freetown); A. Eugene Frank (Mogadiscio); Paul F. Geren (Tripoli); Robert P. Goold (Tananarive); Lucien Fleichler (Yaounde); Wallace F. Holbrook (Abidjan); Robert C. Huffman (Lagos); Joseph R. Jacyns (Nairobi); Leslie A. Klieforth (Casablanca); Nicholas S. Lakas (Tripoli); Edward Marks (Lusaka); Vernon L. Merrill (Monrovia); Robert B. Parke (Johannesburg); William E. Rau (Pretoria); Nancy V. Rawls (Monrovia); Robert L. Ware, Jr. (Nairobi); J. P. Wentworth (Addis Ababa); Donald L. Woolf (Addis Ababa) and Dan A. Zachary (Kinshasa).

Two AID representatives, Albert L. Boucher (Nairobi) and Cornelius F. Miller (Nairobi) also took part in discussions, held Jan. 16-19.

Investment dispute council holds inaugural meeting; elects head

International Center will provide means for voluntary settlement of investment controversies between states and foreign investors

The administrative Council of the International Center for Settlement of Investment Disputes elected Aron Broches, General Counsel of the World Bank, as Secretary-General of the Center at its inaugural meeting this month.

The International Center was established as an autonomous international organization under the Convention on the Settlement of Investment Disputes between States and Nationals of Other States which came into force on October 14, 1966 and has been signed to date by 49 States.

The Convention was sponsored by the World Bank.

The inaugural meeting of the Council also adopted provisional administrative and financial regulations for the Center, provisional rules of procedure for conciliation and arbitration proceedings, an initial budget for the Center, and approved arrangements for use of the World Bank's administrative facilities and services. The Council also agreed to invite Switzerland, which is not a member of the World Bank, to become a party to the Convention.

The purpose of the International Center is to provide facilities to which contracting states and foreign investors which are nationals of other contracting states have access, on a voluntary basis, for the settlement of investment disputes between them.

The Center will not itself act as conciliator or arbitrator but will maintain panels of specially qualified persons from which conciliators and arbitrators can be selected, and will provide the necessary facilities for the proceedings.

Recourse to conciliation or arbitration under the auspices of the Center is entirely voluntary, and no state by the mere fact of its ratification of the Convention is bound to submit any particular dispute to the Center. However, under the provisions of the Convention, once a state and a foreign investor have agreed to use the facilities of the Center, they are required to carry out their agreement, to give due consideration to the recommendations of a conciliator and to comply with an arbitral award.

All contracting states, whether or not parties to the dispute, are required to recognize arbitral awards rendered in accordance with the Convention as binding, and to enforce the pecuniary obligations they impose.

The Convention is open for signature to all members of the World Bank.

The Administrative Council consists of one representative of each state which has ratified the Convention; these now number 28. George D. Woods, in his capacity as President of the World Bank, is Chairman of the Council. The inaugural meeting was held at the Bank's headquarters in Washington, D.C.

Japanese Foreign Ministry calls for reexamination of nation's policy regarding foreign investors

Report admits Japan has maintained a stiff attitude on direct foreign investments; cites easier rules in Western Europe

The Japanese Ministry of Foreign Affairs has issued a *Report on the Status of Capital Liberalization in Western Europe* which concludes that virtually all of Europe is substantially more liberal than Japan with respect to capital inflow.

The study notes that, unlike the advanced countries of Europe and America, Japan has maintained a stiff attitude toward direct foreign investments. It goes on to state that it is high time for Japan to reexamine its policy on foreign capital.

At the press conference at which the report was released, the Foreign Ministry spokesman indicated that the study was undertaken solely by that Ministry, and no comment was made concerning possible attitudes of other Ministries of the Japanese Government.

Unofficial translation

Although the 79-page report was issued in the Japanese language only, the U.S. Embassy in Tokyo has made an unofficial translation of the preface to the report, which is given below.

"Japan was requested to expedite the liberalization of direct investment through OECD's investigation of Japan in February 1966, the Japan-U.S. Economic Conference in July 1966, and the BIAC Directors' meeting in October 1966.

"After the war, Japan welcomed indirect foreign investments such as loans and credits, but has maintained a stiff attitude toward direct investments. Such an attitude and policy are peculiar to Japan and cannot be found in the advanced countries of Europe and America. It is only Japan that is making full reservation under the OECD code on investment among the OECD members, excluding Greece, Turkey and Iceland which are free from the obligation to liberalize direct investments.

"So far, Japan can be said to have had justifiable reason for following this policy because of the stage of its economic development. Therefore, it goes without saying that Japan should not carry out liberalization under pressure from other countries without giving due consideration to the domestic situation.

Time for another look

"However, it cannot be denied that today, when the Japanese economy has reached a rather high level of development and Japan is playing an important role in the international community, it is high time for Japan to reexamine its policy on foreign capital, direct investment in particular, from a viewpoint of cooperating in the expansion of the world economy through free economic interchange which has been sought by all countries since the war, or from the viewpoint of improving its industrial structure through direct foreign capital investment.

"Today, two years after Japan joined OECD, attention should be called to the statement made when it joined 'that direct investment will be restricted only when it seriously affects her economy adversely.' Under these circumstances, this problem is now being widely discussed in various circles.

"This pamphlet has been compiled from data obtained from OECD and from our foreign service posts in Western Europe to explain restrictions on direct investment there, the attitude of the governments, and how direct investment is conducted.

"According to this data, these Western countries restrict foreign participation in public utilities and in defense industries. France, West Germany and Britain do not always welcome the purchase of existing enterprises by huge U.S. capital.

"West Germany, Belgium and Canada do not have any direct means to restrict foreign equity investment, and Italy is in a similar position. Britain, Sweden, Norway and Denmark permit direct investments almost automatically.

"France and The Netherlands sometimes assume selective attitudes in order to maintain economic order and to utilize material and manpower resources, but not just because foreign capital is involved. Spain promotes direct investment liberalization by industry.

"It can be said that Western countries acknowledge that benefits can be derived from free capital interchange and are willing to liberalize such interchange as much as possible. Even though it may be impossible to apply their policies to Japan, which is in a different environment, the study of these policies will give suggestions to this country."

India to issue more licenses under import liberalization plan

Applications invited for current six months' requirements

The Government of India on Dec. 22, 1966, invited applications for additional import licenses from units in 59 priority industries in continuation of the import liberalization announced last June. (See INTERNATIONAL COMMERCE, July 4, 1966, for list of priority industries.)

Initial licenses issued to priority industries under the liberalization were for import requirements for full utilization of capacity for six months. Under the December announcement, licenses for an additional 6 months' requirements now will be issued to the following eligible units in the priority industries: Small-scale units which already had on shipment, at the time of the announcement, at least 70% by value of goods covered by the initial license; and large-scale industrial units which had either opened letters of credit for 90% or had on shipment 70% of the goods covered by the initial license.

Effective Jan. 11, 1967, the Government of India banned the export of pulses, lentils, beans, and gram to conserve supplies for domestic consumption.

N.Y. firm, employee cited for export control violations

A New York export firm has been put on probation for one year, and a former employee now residing in Tokyo has been denied U.S. export privileges for six months, for Export Control Act violations in shipping computer parts.

The respondents are Kanematsu New York, Inc., and Ikuro Yasui, of Tokyo.

The Department's Bureau of International Commerce (BIC) said the case involved falsification of documents and shipment of $2500 worth of computer parts from New York to Tokyo without proper licenses.

After a hearing, BIC held that Yasui was chiefly responsible for the violations and that Kanematsu New York, Inc., as his employer at the time, was responsible for his actions. In addition to losing U.S. export privileges for six months, Yasui will be on probation for an additional 18 months.

The case developed in mid-1965 when Yasui, on behalf of Kanematsu, applied to the Office of Export Control for licenses to export the electronic devices. The applications were not in proper form and the licenses were not issued. Yasui then falsified Shipper's Export Declarations which enabled Kanematsu to export the commodities under general license, instead of obtaining the validated licenses which were required.

During the year's probation, Kanematsu is permitted to operate as an exporter without restriction so long as export regulations are observed.

The six-month denial of export privileges against Yasui is accompanied by revocation of all validated export licenses in which he has interest, and a prohibition against his agents and employees from engaging in export operations on his behalf.

While the parties are on probation their export privileges may be summarily revoked if it is found that they have not complied fully with all export regulations.

The U.S. Export Regulations provide that without authorization from the Department of Commerce, no person may trade in commodities or technical data exported from the United States with a party known to have been denied export privileges. This provision applies to dealings with Yasui while he is under the six months suspension.

Work begins on key Mekong River dam

Nam Ngum project to help Laos, northeast Thailand

Laotian King Savang Vatthana participated in the ground breaking ceremony Feb. 5 on the Nam Ngum dam and hydroelectric complex, an important project in the multilateral Mekong River Development program for Southeast Asia. Development of the Lower Mekong will create a minerals and export economy for landlocked Laos.

Half of the estimated $24 million cost of the Nam Ngum project will be provided by the Agency for International Development; the remainder by Japan, the Netherlands, Canada, Thailand, Denmark, Australia, and New Zealand. The United Nations took the lead in raising funds which will be administered by the World Bank.

The first phase of the project is to be completed in 1971 and will include a dam and power station with an initial generating capacity of 30,000 kilowatts. Transmission lines will provide power to two nations; they will run from Nam Ngum, about 48 miles north of the Laotian capital of Vientiane, to all of Laos and northeast Thailand.

Later phases of the Nam Ngum project will include equipment for a total generating capacity of 120,000 kw. and irrigation facilities for 80,000 acres.

The 2,600-mile Mekong River, the world's tenth largest, flows through Laos, Thailand, Cambodia and Vietnam. It involves an area of 236,000 square miles with 40 million inhabitants. The harnessing of the river will provide reliable irrigation, cheap electricity, flood control, and a dependable international route.

Development of the entire Mekong basin is a long-range project. It is expected to take more than 25 years to complete at a cost of several billion dollars. To date, contributions in money, goods and services have been made by 26 countries, 10 international agencies, 4 foundations and 5 private organizations.

U.S. firm's participation in Honduran corn refining venture insured by AID

A $1.5 million investment by a U.S. firm in a new corn refining plant in Honduras has been insured by the Agency for International Development.

Additionally, about $705,000 is being spent in the United States for the procurement of equipment and materials going into the new industrial unit.

The investment is being made by the A. E. Staley Manufacturing Co. of Decatur, Ill., an international corn, soybean, and chemical processor. It is joined with Honduran interests in Almidones de Centroamerica, S.A. de C.V. (ALCASA), the Honduran firm which is establishing the new plant at San Pedro Sula.

The Staley investment of approximately $1.5 million is insured against loss from expropriation and loss by damage from war, revolution or insurrection, in the amount of $2,299,600 for each risk.

Investments by private U.S. investors in developing countries are encouraged by AID through its system of low-cost investment guaranties.

Eximbank sets $10 million loan to help finance sugar mill on island in Bahamas

The Export-Import Bank of Washington authorized a $10 million loan to Owens-Illinois, Inc., Toledo, Ohio, to assist its subsidiary in the Bahamas in financing $15 million of U.S. exports needed for a sugar plantation and processing facilities on Great Abaco Island.

The subsidiary, Owens-Illinois of the Bahamas Ltd., has employed half of the island's labor force for some time in a timber operation. Since the supply of pulpwood will be exhausted within the next few months and a new timber crop would not be ready for cutting until about 1990, the company has decided to turn the cut-over land into a sugar plantation. By establishing a sugar cane processing operation and a small sugar refinery, unemployment will be prevented and the economy of the island maintained.

Procurement of U.S. equipment will be handled by Owens-Illinois. Arthur C. Keller, Inc. of Baton Rouge, La., has been retained as consulting engineer.

Owens-Illinois and its subsidiaries are making a substantial investment in the new venture.

Advantages and disadvantages of licensing abroad outlined by papermaking executive

Kimberly-Clark vice-president says such a device is quick way to test market with little investment; cites other pros, cons

The pros and cons of overseas licensing, and a checklist of items to consider when entering a licensing agreement, were given to delegates at this month's Chicago World Trade Conference by an executive of a company with 40 years experience in international business.

The speaker was G. Kenneth Crowell, executive vice-president of the Kimberly-Clark Corp., a papermaking firm headquartered in Neenah, Wis.

Among advantages of overseas licensing he listed the following:

"1. It is a rapid method of getting a taste of a particular market with a minimum of investment.

"2. It generally provides an immediate return to the licensor in the form of fees, whereas it is not uncommon to wait a number of years for a respectable rate of return on a manufacturing and marketing operation.

"3. Licensing is ideally suited for high risk areas where there exists the threat of expropriation, devaluation, non-convertibility, war or civil disturbance.

"4. The device is particularly appropriate for entering a market where there is little likelihood of investment, generally because it is too small or lacks sufficient potential.

"5. Most currently, the license has appeal for its favorable impact on our critical balance of payments position.

"6. Generally, royalty payments due under licenses are accorded preferred treatment over dividends under foreign currency control practices.

"7. Licensing is at least a partial antidote to the mounting hue and cry in too many parts of the world condemning the Yankee invasion of local industry."

His list of disadvantages follows:

"1. It seems to me that the primary and rather basic strike against licensing is that, in its very nature, the device is self-defeating. It is of fixed, limited duration; there is a practical ceiling on the financial return which the licensor can realize; and the beneficiary of your know-how and trade secrets may well turn out to be your future competitor. There is no asset in foreign operations harder to protect than know-how; once gone, it can never be retrieved.

"2. In spite of efforts to achieve general supervisory control by specific provisions in license agreements, the licensor really has no effective management control over the marketing and manufacturing phases of his licensee's operations. Specifically he cannot effectively police the day-to-day sales activities and advertising practices of his licensee, all of which may have a very direct bearing on his trademarks and good will.

"3. Licensing is often but a short or intermediate term solution to development of a foreign market. Experience of a number of licensors has demonstrated that unless there is a rather continuous flow of new and valuable know-how, licensees have a way of becoming disenchanted with the idea of continuing to pay for a thing so intangible and nebulous.

Licensing checklist

Crowell listed some of the more important items that should be on a check list in developing a license arrangement. "I confess that some of them are on my list because I have learned the hard and, at times, expensive way," he said.

"1. First, the one indispensible ingredient for a successful license relationship is a financially responsible, morally reliable and compatible licensee. This can be established only by the most meticulous and careful preliminary investigation, utilizing all available sources of information both at home and abroad. You are liable to pay dearly if you bypass this essential step.

"2. Don't wait for prospective licensees to come knocking on your door. Have a plan of where you want to go by the license route, and the type of person or firm you desire as a licensee, and then seek him out.

"3. Exercise extreme care in establishing the amount of the royalty, method and time of payment, and the base to which it attaches.

"Generally, I think there is an inclination on the part of U.S. industry to undervalue the asset they are licensing. In part this could be because our tremendous outlays for research and development are such an accepted way of industrial life that we tend to take them for granted. At the same time, while the licensee should be made to pay for a share of this outlay, there is a practical ceiling on the load his own business can bear.

"As for the method of payment, until a more reliable currency turns up, the medium of exchange should be U.S. dollars. As for time, while payments must generally be spread out over the life of the license agreement, due to the fleeting nature of know-how, licensors would be well advised to extract a lump sum payment prior to disclosure to the licensee.

"4. Watch your step most carefully in agreeing on the figure in your licensee's operating statement to which the royalty fee is to attach. A royalty is generally a percentage of something which fluctuates with the course of the licensee's business. A number of formulas have been devised. Most advantageous to the licensor is perhaps a percentage of sales, usually net sales, since the fee is earned if sales are made regardless of whether they are profitable. As a licensee, you might argue with force for the base figure being profits."

Taiwan subsidiary expands plant with Cooley loan

Taiwan Polymers Corp., a wholly-owned subsidiary of the National Distillers and Chemical Corp. of New York, will use a Cooley loan of 80 million New Taiwan Dollars ($2 million) to expand the only polyethylene plant in the Republic of China.

This loan will be drawn from local currency funds acquired from the sale of U.S. agricultural surpluses to Taiwan. Terms are nine percent interest with repayment in local currency over five years, following a three-year grace period.

French industrialist offers licenses for U.S. production of its products

Offers ten items and processes including devices; name of producer available from Commerce Department

A prominent French manufacturer is seeking U.S. firms to produce capital equipment and processes it has improved and perfected for use in its factories. It is reported that all of the equipment and processes are patented in the U.S. and have been designed to overcome inadequacies found in similar equipment and processes. Licenses are available for: centrifugal casting equipment; a device for regulating working rates of machinery; two types of calibrating devices; devices for roller conveyor; overhead conveyor; differential jack; industrial packing material; improved type unions for plastic pipe; and a transporter of liquid metal. The claims used in the following descriptions are those of the manufacturer.

Additional information about these products and processes and the name and address of the French manufacturer are available from the Office of International Investment, Bureau of International Commerce, code 874, Department of Commerce, Washington, D.C. 20230. In writing please refer to File numbers to identify your interest.

• An improved centrifugal casting apparatus which features the pouring of molten metal into two metal-molds for parts that do not have a continuous taper all thru the length, such as removable engine sleeves, various cylinders, etc. In this process the two half molds are held tightly together by a system of risers and levers which act on the outside lateral surfaces of the two half molds. With the common centrifugal casting, it is necessary for the part to be cast to have a continuous taper all its length. The result being that it is often necessary to provide for large extra-thicknesses which involves heavy machining expenses. The licensor claims his process eliminates the need for this costly machining. **File 1389-R.**

• A device that permits, with the aid of a temporizer, the selection of a working rate for putting a mechanism into periodic action, such as on presses having a friction clutch, or claw clutch and other similar machines. One of the main problems with machines having a large flywheel is that the operator cannot generally follow the continuous rhythm of the machine since he must have time to set the rough part before the tool slides down to the dead point. It is then necessary to reduce the rate of the press and operate stroke by stroke with all the inconveniences involved: fatigue of the operator, slowing down of the operations, higher costs, etc. This device permits the preselection of a machine working rate, with the operator's intervention being limited to the starting and stopping of the machine. The application of this principle is not limited to presses or shearing-machines, etc., but may be employed in combination with every mechanism or machine that has driving means based on the same principles. **File 1390-R.**

• A calibrating device able to measure bore diameters with great accuracy. The measurement is taken with the aid of two contacts diametrically opposed and emerging from the outer surface of a calibrating barrel. This barrel is split in such a way that it constitutes two elements, each of them having a contact and coupled together by intermediary parts of a thinner section, giving a certain elasticity to the barrel as regards radial expansion and compression. This distortion allows the barrel to be introduced into a bore having a diameter slightly smaller than the distance that normally separates the contact surfaces on the non-distorted barrel. An amplifying apparatus indicates the difference between this diameter and the standard distance. Such a device gives great calibrating accuracy, as it measures bore-diameter variations, which is more advantageous than that of the radius variations. **File 1391-R.**

• A calibrating device designed to automatically and permanently calibrate the surfaces of parts having grooves on tools having longitudinal displacements being machined. This calibrating device sweeps the entire length of the part and becomes eclipsed at the end of each back and forth motion of the machine table in order to allow the piece to rotate. Means are provided for making sure that the contact between the calibrating points and the part is continuous and to amplify the differences in size given by the calibrating device, and to make use of them in view of establishing automatic machining cycle. **File 1392-R.**

• An improvement for normal roller conveyors which overcomes the inconveniences that arise when loads are stopped by any means on the roller conveyor. The major inconvenience when a load is stopped on the conveyor is that, either the rollers continue to turn which may cause damage to the surface of the load, or the rough surface of the load causes damage to the roller. The improvement consists of special washers set out at both ends of each roller in such a way that when a load stops on it, the friction is sufficient to stop the rollers involved while the other non-loaded rollers can continue to turn under the action of the driving chain. Moreover, when a stopped load is removed from the conveyor, the rollers are free to start to turn again and drive other loads along the conveyor. **File 1393-R.**

• A type of differential jack especially intended to handle loads in workshops. It has the advantage of being an apparatus which is not cumbersome, is fed with compressed air thru a fixed and single pipe, and the control distributor of the jack is close enough to the hook that it supports the load to be handled. This jack comprises three concentric capacities, the cylinder itself, a hollow piston rod, and an axial duct contained in the rod. The exterior capacity being constantly fed with compressed air on one side of the piston and being in communication with the intermediate capacity while the axial duct that opens into the cylinder above the piston can be connected to the atmosphere or made to communicate with the intermediate capacity according to the positions of a reversing device provided at the end of the piston rod linked to the load. Linking the axial duct with the atmosphere controls the displacement of the piston in one direction by the escape of air on one side of the piston, while incoming compressed air directed toward this same side of the piston controls the displacement in the opposite direction. **File 1394-R.**

• A way to avoid, when necessary, the pendular balancing of the load carriers of overhead conveyors. This pendular movement around a horizontal axis perpendicular to the conveyor describes curves in a vertical plane-rising or lowering. When one wants to do manual or automatic assembly operations on parts hanging from an overhead conveyor, the movement creates a serious inconvenience. It is, therefore, desirable to stabilize the fixtures vertically, while allowing them to rotate on a vertical

axis. This is achieved by this invention. It consists essentially of equipping the carriers with rollers or guideblocks sliding on rails parallel to the running of the conveyor. The carriers are free to oscillate wherever it is necessary and particularly when they are changing levels. **File 1395-R.**

● An industrial packing material of mixed composition and form, mainly designed to constitute an efficient seal in such cases where a rod or a piston slides in a cylinder containing a fluid under pressure as in pumps, jacks or similar units. It is particularly designed to be able to resist very high pressures without distortion. According to the invention, the active part of this packing material, which is rendered insensitive as much as possible to compression while retaining the flexibility necessary to obtain good sealing, is made of elastic material, rubber or similar material which is vulcanized on a metallic frame in such a way that it forms a single unit. Different shapes of packing material are available for all types of uses. The most important feature is that the packing material is vulcanized onto a metallic frame, which makes it much better than an entirely elastic packing material. **File 1396-R.**

● An improved method for tightening unions commonly used for plastic pipes making use of the properties of lip-shaped joints which enable perfect sealing without tightening the couplings excessively. Furthermore this tightening can be done by hand. The tightness of the lips makes possible the dismantling and reassembling of the couplings as many times as necessary without deterioration of the quality of the union. There are numerous advantages: elimination of all machining —elimination of risk of changes by atmospheric agents, dampness, etc.—long service life—easy assembly and dismantling—lower labor costs—light weight, etc. **File 1397-R.**

● An apparatus that can be mounted on a lift truck to receive, transport and deliver liquid metal to all points and in all directions under conditions of speed and safety unknown up to now. The distribution of liquid metal taken from the mouth of a furnace by an overhead crane is limited by the sweep of the hook and any delivery out of these limits necessitates maneuvers and transfers that are complicated, slow and often dangerous. With this apparatus, the liquid metal can be taken from the mouth of the furnace regardless of height and accessibility since the apparatus adjusts to the desired height, and will receive the metal from the right, the left, the front, or from any angle. Moreover, the liquid metal can be poured either into another furnace or directly into molds or back into the main furnace to recuperate the unused metal. **File 1398-R.**

French firms seek licenses for coatings, wood products

Licenses for the production of synthetic coatings for metal rollers and wood products are sought by two French companies. The proposals are these:

● A Paris rubber company seeks licensing rights on processes using synthetic rubber or plastics for coating all types of metallic rollers or cylinders. It is also interested in licenses for molded plastic and rubber articles.

The firm manufactures and wholesales raw chemicals, synthetic rubbers and plastics. It also produces and distributes industrial rubber products. Its customers include firms in the paper, metallurgy, printing textile and plastics industries.

Established in 1882, the Paris concern is capitalized at $200,000 and reports annual sales of approximately $600,000. It has around 47 employees, plus 3 traveling salesmen.

Write: Etablissements Lamarche, 147-149 rue de Javel, 75-Paris 15e, France. Attn: Mr. Guinot. WTD.

● Seeking to expand and diversify its present range of industrial activities, this firm is interested in a license or similar arrangement with a U.S. company.

The French concern specializes in the production of prefabricated cottages and precut buildings, and manufactures automobile and truck bodies. In addition, it makes structural wood products and is engaged in construction carpentry and timber work. Established in 1860, the firm has among its 150 employees numerous skilled personnel.

Write: Carde Freres, No. 64 Rue Gustave-Carde, Bordeaux-Bastide, France. WTD.

Nicaraguan firm wants to produce drugs under license

A Managua manufacturer of approximately 20 different types of pharmaceutical preparations sold under the firm's own brand seeks a license to make additional pharmaceutical and medicinal products already known on the Central American market.

In addition to its manufacturing operation, the Nicaraguan company owns two pharmacies in Managua.

Write: Ramos S.A., 1a. Calle S.E. No. 301, Apartado Postal 2916, Managua, Nicaragua. WTD.

French firms seek licensing agreements

Propose to make paints, machinery, shipping containers, plastic buttons

Four French firms seek licensing agreements to make products related to their current fields of activity. The products include new types of paints and varnishes, construction machinery, shipping containers, and plastics for manufacturing buttons.

To obtain additional information about these opportunities interested U.S. firms should correspond directly with the French manufacturers.

Established in 1957, a paint and varnish manufacturer seeks a **license to make new types of paints, enamels and varnishes.** The French firm has about 180 employees, including 12 traveling salesmen. Sales were over $2 million in 1965, the firm says.

Write: Etablissements Bisseuil et Huet, 63 rue du Vieux Pont de Sevres, Boulogne-Billancourt, Hauts de Seine, France. WTD.

A Poissy manufacturer of buckets and scoops for power shovels and drag lines seeks a **license to produce heavy machinery** for the construction industry. Established in 1965, the French firm has approximately 25 employees and machinery valued at around $600,000.

Write: Continental Equipment, 7 bis rue de la Pierre Blanche, 78-Carrieres-sous-Poissy, France. WTD.

A Paris manufacturer of traveling cranes, pallets and containers seeks a **license to produce rail, truck and ship containers** which are similar in size and capacity to the type used by the Southland Company.

Established in 1946, the French concern is capitalized at $204,082; it has approximately 40 employees and markets its products throughout France.

Write: SAMETO (Societe d'Applications Mecaniques d'Electricite et de Tolerie) 11 bis avenue Victor Hugo, Paris 16e, France. WTD.

Licensing rights to compound or mix plastics for producing buttons are sought by this button manufacturer. Established in 1949, the French firm is capitalized at approximately $100,000. It has 30 employees plus 4 traveling salesmen.

Write: Societe de Decoupage de Nacre, 16 rue du Docteur Gey, 60-Meru, France. WTD.

Potential investors in Pakistan offered help by new group

IPS formed to stimulate industrial development

Industrial Promotion Services of Pakistan (IPS), headquartered in Dacca, was formed by the Aga Khan and Pakistani associates to encourage private sector business in Pakistan. The IPS offers assistance to U.S. firms interested in establishing plants in Pakistan: to put them in touch with Pakistani industrialists and entrepreneurs, act as a project consultant and itself invest in ventures. According to the development corporation, U.S. investors could have either a minority or majority share in any venture and this division of share ownership would pose no obstacle to organizing a project.

Broad experience

IPS is well experienced in stimulating industrial development through private enterprise. The Aga Khan has set up similiar organizations in Kenya, Uganda, the Congo and the Ivory Coast over the past few years. An IPS company in Switzerland assists other IPS companies with investment funds and the procurement of technical know-how. The Aga Khan owns 26% of the Pakistan IPS, 12 directors own 14% and the remaining 60% is being offered to the general public through the Karachi and Dacca stock exchanges. IPS is capitalized at 50 million rupees.

Medium sized and small Pakistani businesses are the prime concern of IPS. It will help determine areas ripe for profitable development, make feasibility studies, provide a consulting service, outline scientific approaches to marketing problems and advise on the acquisition of land and construction of buildings.

Levies fees

IPS levies fees for these services at subsidized rates based on the size of a project, but employs a unique system of deferred payment to help its small business clients. Its main concern is to insure that small and medium-sized concerns get the best professional advice, particularly in the initial stages of a project. In this respect it is interested in bringing together U.S. firms interested in investing in Pakistan with Pakistani firms to investigate the possibilities of projects in which IPS itself will also invest.

Most IPS projects to date have been in Pakistan's East Wing. A solvent extraction plant based on rice and a factory to produce spiral-welded pipe are examples. In the country's West Wing, IPS is investing in the manufacture of hand tools as well as a cold storage facility. Other probable areas of interest include sugar, paper, petrochemicals, fertilizers, pesticides and industries based on forest and fishery resources.

U.S. firms contemplating investment in Pakistan and wishing to learn more concerning IPS and its services should **write:** Industrial Promotion Services of Pakistan Ltd., Jubilee Insurance House, McLeod Rd., Karachi, Pakistan. A carbon copy of such letters should be sent to: Bureau of International Commerce, OII, 878, Department of Commerce, Washington, D.C., 20230.

Gas compressor, heavy duty press licenses sought by prominent Dutch firm

A large and internationally known Rotterdam manufacturer and exporter of diesel engines, boilers, petrochemical equipment, turbines and heavy machinery is keenly interested in contacting U.S. manufacturers of gas compressors and heavy duty presses. The firm is considering the manufacture of these products under license for distribution in the Netherlands and abroad.

A subsidiary of one of the world's largest ship-building concerns, the firm enjoys an excellent international reputation and is considered a leader in its field in Western Europe.

Write: Machinefabriek Ljsselmonde N.V., 29 Oostdijk, Rotterdam 27, the Netherlands. WTD.

Swiss firm wants to make electronic items under licenses

Licenses to produce tools, checking devices, instruments and measuring equipment used in electronics, metalworking and mechanical operations are sought by a medium sized Geneva company.

Established in 1945, the Swiss firm specializes in the production and distribution of tools for the electronics industry and imports instruments and measuring equipment used in the metalworking industry.

The firm has approximately 110 employees, including 10 traveling salesmen and says it has an established sales organization which markets its line of precision tools to electronic component manufacturers in European countries. This sales group would distribute the products the firm seeks to make under license.

Write: R. Marchand & Cie SA, 40 rue du stand, 1200 Geneva, Switzerland. WTD.

British firms want licenses to make furnaces, containers

Licenses to manufacture specialized machinery including furnaces and metal freight containers are sought by two British companies. The proposals follow:

- A license to manufacture such heavy specialized machinery as melting and heat treatment furnaces is sought by a Birmingham producer of induction furnaces and other foundry equipment.

Associated almost exclusively with the iron founding industry for many years, the firm is now diversifying its product line and seeking new customers.

Established in 1911, the firm has around 150 employees and distributes its products on both the domestic and export market.

To obtain additional details **write:** The Constructional Engineering Co. Ltd., Titan Works, Charles Henry St., Birmingham 12, England. WTD.

- This British firm specializes in the fabrication of steel and aluminum products, including electrically welded and riveted tanks and vessels. Preliminary design and investigations on freight containers meeting the requirements of the International Organization for Standardization have been made by the company and as a result of these studies is interested now in manufacturing freight containers under a licensing arrangement with a U.S. firm.

These are the standard freight containers approved by the International Organization for Standardization. According to the British company, two series of containers were approved. The firm is interested in the possible manufacture of both series but says that series one would be of more immediate interest to it.

The company manufactures vertical conveyors under a licensing agreement with a U.S. concern.

To obtain additional information about this opportunity interested U.S. freight container producers should **write:** George Orton, Sons & Spooner Ltd., Crescent Works, Victoria Crescent, Burton-on-Trent, England. WTD.

British metal fabricator seeks licensing arrangement

Located in Bristol, this experienced metal fabricator seeks a license, cross license or similar arrangement to manufacture additional products complementary to its present line.

The British firm specializes in the production of stainless steel and copper pipe lines, tanks, vessels, steam jacketed pans and boiling pans. Major customers include the dairy, brewery, food and chemical industries. Its manufacturing facilities consist of a non-ferrous foundry, a fabrication department, and a machine shop equipped with capstans, center lathes and drilling machines.

Established in 1735, the British concern has approximately 60 employees.

Write: Llewellins & James Ltd., Castle Works, Princess St., Bristol 3, England. WTD.

Austrian firm seeks license to make wood container systems

A Vienna company, reportedly the largest distributor of wooden crates and boxes on the Austrian market, seeks a license to produce newly developed wooden container systems.

Although the firm has no production operations of its own, it would use the facilities of a plant for which it acts as a sales organization; the plant produces wooden shelving, pallets and store furniture.

The Austrian concern is also a sales agent for the state-controlled saw mills and box factories and markets plastic boxes and shipping containers for a major manufacturer.

Established in 1955, the Vienna firm reportedly is well established in its line and has good connections in the Austrian beverage and dairy industries.

Write: M. Gnesda K. G., Tuchlauben ua/VI, Vienna, Austria.

S. African firm wants U.S. license to make steam boilers

Established in 1928, this fabricator of structural metal products seeks a license to manufacture fully automatic steam boilers with an evaporation of 700 to 12,000 lb. of steam per hour.

The Transvaal concern manufactures steel heating boilers, heat exchangers, steam condensers, and metal tanks. Production facilities consist of six large, modern workshops on a 136,000-sq.-ft. 11-acre site. The firm has around 110 employees. It says annual sales run over $1 million and that its products are used by many of South Africa's largest manufacturing and transportation companies.

Write: Versatile Engineering Corp. (Pty) Ltd., P.O. Box 55, Rlandsfontein, Transvaal, South Africa. Attn: Mr. K. Schmierer, Director. WTD.

Dutch based firm wants food products licenses

The wholly owned subsidiary of a U.S. firm established in the Netherlands since 1922 and now producing milk products, infant feeding formulae and a variety of other food products, is interested in a license, joint venture or similar form of close cooperation with U.S. firms which are interested in readily available and fully staffed production and research facilities within the Common Market.

The subsidiary has a modern plant which contains condensing, sterilizing, spray drying, mixing, vacuum packing and bottling facilities. A spacious and up to date quality control and research laboratory was recently added.

Write: N. V. Leo DeWinter & Co., P.O. Box 1201, Amsterdam-C, The Netherlands. Att: Louis J. DeWinter, President. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Two Australian firms look for agreements

Licenses to manufacture hospital equipment and such products as oil pressure guns and automatic can openers are sought by two Australian engineering firms.

- A license to manufacture and market hospital equipment is sought by a medium sized engineering concern. The Victoria company distributes engineering supplies and machine tools and produces small related products.

Equipment in its 25,000 sq. ft. plant includes lathes, milling machines and drills for high precision machining and grinding. In addition, the company has a 5,000 sq. ft. warehouse. The firm has approximately 40 employees.

Write: Selco Equipment, 13-15 Kilpa Rd., Moorabbin, Victoria, Australia. WTD.

- Engaged primarily in contract work, this small engineering firm seeks a license to make such products as oil pressure guns and automatic can openers.

If it can negotiate a satisfactory agreement, the Australian firm claims it would be willing to expand operations and arrange for the distribution of the products.

The company owns a 4,000 sq. ft. plant and present equipment includes a toolmaster milling machine, two drilling machines, an 8½" center lathe and a variety of molds and jigs.

Write: McDonnell Engineering Co., 16-18 Bridge St., Padstow, N.S.W., Australia. WTD.

French manufacturer wants license for molded plastic items, surgical accessories

A license to manufacture molded plastic articles related to its present lines is sought by a French producer of molded plastic parts for automobiles, pipes and joints, and disposable vaccinators. The company also makes a full range of laboratory and surgical instruments and is interested in producing under license surgical accessories offering new or improved features.

Established in 1946, the company reports annual sales of approximately $2 million and has about 350 employees.

Write: Plastic Omnium, 3 rue du Parc, 92-Levallois-Perret, France: Attn: Mr. Pierre Serrault. WTD.

World Trade Opportunities

Colombia invites bids on irrigation, drainage systems construction

The Colombian Institute of Agrarian Reform (INCORA), 510 Edificio INCORA, Centro Administrativo Nacional, Via Aeropuerto Eldorado, Bogota, is interested in receiving bids from U.S. construction and civil engineering firms for the construction of the principal and secondary systems of irrigation and drainage of Cordoba Project No. 2. The project is located in the Sinu River Valley in the State of Cordoba.

Approximate work involved is as follows: land clearance 286,900 cu. meters, excavations 756,300 cu. meters, embankments 1,075,100 cu. meters, pavements 39,500 cu. meters, concrete 1,930 cu. meters, steel reinforcements 120,000 kilograms, estimated value: $1,803,553 (29,307,730 pesos).

Bidders must be properly registered with the Instituto, and all bids, accompanied by a Firmness Guarantee Bond of $12,308, must be delivered before April 5, on which date they will be publicly opened. Bidders must be present when bids are opened, or be properly represented. Bids forwarded by mail will not be accepted.

Specifications may be examined at the offices of the Colombian Assn. of Contracting Engineers and Colombian Society of Engineers in Bogota, Incora of Medellin, and Incora of Monteria.

Tender documents may be obtained at the office of the Instituto, Financial Division, for $307.70 (5,000 pesos), non refundable.

Australia to purchase radio relay equipment

The Postmaster General's Dept., Commonwealth of Australia, has issued Tender No. 66/1/1411, for supply of radio relay equipment, four to 300-channel capacity.

Bid deadline is 3 p.m. May 9.

Bid should offer following items: 300 channel *long haul* 2, 4, 6 and 7GHz two-way duplicated terminal equipment for telephony; 300 channel *long haul* 2, 4, 6 and 7GHz two-way duplicated repeater equipment for telephony; 300 channel *short haul* 2, 4, 6 and 7GHz two-way duplicated terminal equipment for telephony; 300 channel *short haul* 2, 4, 6 and 7GHz two-way duplicated repeater equipment for telephony; 120 channel *short haul* 2 and 7GHz two-way duplicated terminal equipment for telephony; 120 channel *short haul* 2 and 7GHz two-way duplicated repeater equipment for telephony; 24-channel UHF & SHF two-way terminal equipment for telephony; 24-channel UHF & SHF two-way repeater equipment for telephony; 12-channel UHF & SHF two-way terminal equipment for telephony; 12-channel UHF & SHF two-way repeater equipment for telephony; 4-6 channel 160 or 470MHz two-way terminal equipment for telephony; 4-6 channel 160 or 470MHz two-way repeater equipment for telephony; supervisory equipment for use with first six items; multiplex equipment to enable thirteenth item to operate in the sub-baseband of the radio equipment; Antennas, radomes and passive repeaters for use with first 12 items; feeders for use with first 15 items; tropospheric scatter equipment, 12-120 channels; pulse code modulated radio relay equipment; spare parts.

Copies of tender announcement and specifications are available from the Deputy Asst. Director General (Supply), Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne, C.1, Victoria, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

East Pakistan wants bids on coal, limestone jobs

The East Pakistan Industrial Development Corp. (EPIDC) is requesting bids for the Jaipurhat Limestone Project, involving the sinking and lining of two shafts to a depth of 569 yds., and the Jamalganj Coal Project, involving the sinking of two shafts eight yds. in diameter to a depth of approximately 1203 yds.

As the two projects are to be located six miles apart, the EPIDC is considering awarding both jobs to a single contractor. Bidders are, therefore, advised to indicate in their bids the savings of time and money resulting from both contracts being undertaken by one firm.

Bids should reach the Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motigheel, Dacca, East Pakistan, by May 2.

One set of detailed specifications for each project may be reviewed only in Rm. 4014, BDSA, Building Materials & Construction Industries Division, U.S. Department of Commerce, Washington, D.C. 20230, (Telephone: 202-WO 7-4272).

Malaysia seeks bids for supply, delivery of hardware stores

The Public Works Dept. of Kuala Lumpur is inviting bids for the supply and delivery of valves, hydrants, ferrules, and spun iron pipes for the period from April 1, 1967 to March 31, 1968.

Bids should be in sealed envelopes, labeled with the above project, to reach the tender box at the office of the Director of Public Works, PWD Headquarters, Maxwell Rd., Kuala Lumpur, not later than noon, March 6, 1967.

Tender documents are available at the office of the Chief Superintendent of Stores at the above address upon payment of $10 per set which is not refundable.

A deposit of approximately $3300 must accompany each bid, and bids not complying with this specification will be given no further consideration.

UAR to purchase Port Said marine station equipment

The Telecommunications Organization, UAR, has issued Tender No. 57/66 P. Radio, for supply of radio equipment for Port Said Coast Station.

Bid deadline is April 15.

Bid should offer a complete fixed station at Port Said for International Maritime V. H. F. Radio Telephone, frequency band 156-162 MC/s, six channels duplex and six channels simplex operation, power output 50 watts, for operations on 220 volts 50 cycles power input. Complete with VHF Receiver, VHF Antenna, (tower 150′ high to be provided by UAR telecommunications organization) spare parts for two-year maintenance.

Copies of tender announcement and specifications are available from the office of General Mgr., Radio Communications Administration, Telecommunications Organization, Ramses St., P. O. Box 795, Cairo, Egypt, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202-967-4036).

Argentina invites bids for iron ore deposit feasibility study

The Direccion General de Fabricaciones Militares, Division Compras, Avenida Cabildo 65, Buenos Aires, announces Public Tender No. 100/67 for the hiring of consulting engineering services to conduct a feasibility study for the development of its iron ore deposits at Estacion General Manuel N. Savio, Province of Jujuy.

Copies of the conditions and technical specifications pertaining to the tender can be obtained for $2 from the Direccion General. A copy of the specifications may be reviewed by interested U.S. firms in the office of the Water Industries & Engineering Services Division, Rm. 4111, U.S. Department of Commerce, Washington, D.C.

The deadline for submission of bids is May 9. Correspondence is preferred in Spanish.

Sudan seeks bids for supply of variety of polythene tubing

The Central Electricity & Water Corp. of Sudan is inviting bids for the supply of the following types and quantities of polythene tubing: 200,000 ft. ½″ I/D polythene tubing, low density, for cold water services, of a heavy gauge quality, suitable for pipe threading; 70,000 ft. ¾″ same as above description; and 70,000 ft. of 1″ tubing of same description as above.

A description of the specifications and terms for bidding and supply of the tubing is available on a loan basis from the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C., 20230. (Telephone: 202-WO 7-4272).

World Trade Opportunities Continued to page 34

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

106 Ferroalloy ores, except vanadium

AUSTRIA—Molybdenum and tungsten concentrates. Dynamit Nobel Wien (manufacturer, importer), Aktiengesellschaft, Heidenschuss 2, A-1014 Vienna. WTD 1/67.

109 Metal ores

AUSTRIA—Monazite sand and cerite for manufacture of rare earth metals and compounds; vanadium concentrates. Dynamit Nobel Wien (manufacturer, importer), Aktiengesellschaft, Heidenschuss 2, A-1014 Vienna. WTD 1/67.

161 Highway, street construction

● **SOUTH ARABIA**—The Crown Agents, on behalf of the Government of South Arabia, will soon be inviting firms to bid for the construction of approximately 200 miles of bitumenized roads in South Arabia. The area will include sections located in desert and also a number of mountain passes and several sizeable wadi bridges along three routes radiating from Aden to the interior. Firms wishing to be invited to bid should submit details of similar works undertaken and other relevant particulars to L. Jackson, Crown Agents for Overseas Governments & Administrations, Q Dept., 4 Millbank, London, S.W. 1. Correspondence should be initiated as soon as possible.

● **WEST PAKISTAN**—The government of West Pakistan invites contractors to prequalify for the construction of three miles of approach roads to a new bridge on the Ravi River. The approximate cost is $410,000, and work is to be spread over eight months. Firms wishing to prequalify should send a list of similar previous works and details of the supervisory staff who would handle the Ravi contract to the Superintending Engineer, Aided Projects Highways, C & W Dept., 5 Danepur Rd., Lahore.

203 Canning, preserving foods

AUSTRALIA—Canned food, baby carrots, 15½ ounce cans. Direct purchase and agency. Asti Trading Pty. Ltd. (importer, exporter, representative), 66 King St., Sydney, N.S.W. WTD 2/23/66.

FRANCE—Frozen, quick-frozen foods, all kinds, including meat products, sea food, packaged fish, and choice food specialties. Direct purchase and agency. Requests replies in French. Comptoir de Diffusion de Produits Alimentaires Surgeles (C.D.P.A.S.) (importer), 7 Rue Paul-Louis Landes, 33- Bordeaux, Gironde. WTD 4/27/66.

TRINIDAD, W.I.—Salmon; canned, smoked or pickled. Geo. F. Huggins & Co., Ltd. (importers, wholesalers, commission agents), 72-74 South Quay, Port of Spain. WTD 1/26/67.

209 Food preparations

GERMANY—Crude vegetable oils for food purposes such as peanut oil, sunflower oil, U.S. menhaden fish oil. Requests price quotations c.i.f. Rotterdam. Walter Rau Neusser Oelwerke AG. (importer, manufacturer, wholesaler), 36-40 Industriestrasse, 404 Neuss/Rh. WTD 2/2/67.

220 Textile mill products

SWEDEN—Cotton, manmade fiber, wool fabrics for bedspreads, quilts. J. Svensson & Bourghardt KB (manufacturer), Gamla Tuvevagen, Goteborg H. WTD 2/6/67.

Toweling; fabrics for shirts, sportswear, ladies' dresses. Direct purchase and agency. Herbert Levy AB (agent), Kungsgatan 56, Goteborg C. WTD 3/9/66.

225 Knitting mills

GERMANY—Cotton, wool and staple lining fabrics for shoe industry. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Requests replies in German. Erich Detert (importer, exporter, wholesaler, sales agent), Ledergrosshandlung, 1 Kronenstrasse, 48 Bielefeld. WTD 2/7/67.

239 Fabricated textile products

GERMANY—Laundry and dry cleaning supplies such as textiles and accessories for mangles, presses and ironing tables, laundry nets of nylon or cotton, laundry bags. Requests price quotations c.i.f. German or Dutch ports. Gustav Koch (wholesaler, distributor, importer), 60-62 Alteburgerstrasse, 5 Koeln. WTD 1/20/67.

242 Sawmills, planing mills

GERMANY—Cut lumber and boards of coniferous trees such as pitch pine, carolina pine, douglas fir, and douglas fir plywood. Requests price quotations c.i.f. Rotterdam or Bremen. Wicking'sche Industrie fuer Holz- und Baubedarf AG. (importer, wholesaler, exporter), 9 Weizenmuehlenstrasse, 4 Duesseldorf-Hafen. WTD 2/2/67.

249 Wood products

BRAZIL—Novelty wooden articles for household use. Castelo dos Lustres Ltda. (retailer), Rua Conde de Bonfim 435, loja, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 2/67.

261 Pulp mills

GERMANY—Sulfate paper pulp. Zellstofffabrik Waldhof (manufacturer, exporter), 68 Mannheim-Waldhof. WTD 2/67.

THAILAND—Bleached soft wood, long fiber, kraft, sulphate paper pulp: beating time 12-20 minutes, SR30, tear factor 190-220, breaking length 4500-5000 meters, brightness (photovolt) 88-90, dirt 5 point/M2. Quote c.i.f. Bangkok, submit samples. Lim Teck Lee (Hong Kong), Ltd. (importer, wholesaler, commission, sales agent, exporter), P.O. Box 3776, Sheung Wan, Hong Kong. Cable: Chemcolor or "0723". WTD 3/31/66.

263 Paperboard mills

GERMANY—Container board liners, Kraft liner. Zellstofffabrik Waldhof (manufacturer, exporter), 68 Mannheim-Waldhof. WTD 2/67.

264 Converted paper, paperboard products

ITALY—Stationery, tracing paper. Enrico Tecilla & Figlio (importer), Via Varanini 29/B, Milan. WTD in preparation.

281 Industrial chemicals

AUSTRIA—Pitch for manufacture of electrodes; potassium chromate, bichromate; sodium chromate, bichromate; potassium ferrocyanide; liquefied gas for aerosol bombs. Dynamit Nobel Wien (manufacturer, importer), Aktiengesellschaft, Heidenschuss 2, A-1014 Vienna. WTD 1/67.

COLOMBIA—Flavor perfume materials. Direct purchase and agency. Pierre M. Guillard (importer, representative), Calle 21, No. 5-90, Bogota. WTD in preparation.

282 Synthetic materials

NETHERLANDS—Polymerization specialties which can be sold in addition to acrylate glass and specialties; specialties in field of unsaturated polyester resins made on the basis of phtalic acid, isophtalic acid and Bis-Phenol-A. Direct purchase and agency. Exclusive representation for Netherlands and/or the other West European countries required. Casolith N.V. (importer, manufacturer, exporter), 116 Bis Achter de Hoven or P.O. Box 251, Leeuwarden. WTD 12/30/66.

SWEDEN—Synthetic resin adhesives for building industry. Agency and direct purchase. Skanska Kemi AB (agent, manufacturer), Stillmansgatan 5, Malmo O. WTD 4/6/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

283 Drugs

● **IRAQ**—20,000 bottles of Syrup Isonicotinic Acid Hydrazide 10 mg. Isonicotinic Acid Hydrazide per 1 ml. in bottles of 500 ml. Tender No. 1/67 with a bid deadline of March 12. Copies of the tender are available on only a limited time loan basis from the Chemicals & Allied Products Division, Business & Defense Services Administration, U. S. Department of Commerce, Washington, D. C. 20230.★ (Telephone: 202-WO 7-2239).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

● **SUDAN**—Soft soap, brown, 20 metric tons, conforming to the following specification: fatty acids—44.96%, potash (K20)—8.82%, water and glycerol—46.22%. Tender No. 3676, bid deadline, March 29. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S. W. 1.★ (Telephone: 202-WO 7-2067).

285 Paints, varnishes, lacquers, enamels

● **CEYLON**—Various paints, primer and varnish (5,100 imperial gallons) for painting the exterior of a motor bus coach; enamels (1,700 imperial gallons) for the interior and various anticorrosives and enamel (1,450 imperial gallons) for body repair and general use. Requests prices c. & f. and f.o.b. Colombo in U.S. dollars and Ceylon currency. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5, Ceylon. Colombo Transport Board File No. S/GT/331/66. Bid deadline March 28.★ (Telephone: 202-WO 7-5496).

SWEDEN—Putty, caulking compounds, allied products for building industry. Agency and direct purchase. Skanska Kemi AB (agent, manufacturer), Stillmansgatan 5, Malmo O. WTD 4/6/66.

289 Chemical products

SWEDEN—Contact cements for building industry. Agency and direct purchase. Skanska Kemi AB (agent, manufacturer), Stillmansgatan 5, Malmo O. WTD 4/6/66.

299 Products of petroleum, coal

ITALY—Lubricating, emulsionable, cooling oils for machine tools. Molena Macchine Milano (agent) Via Roggia Scagna 8, Milan. WTD in preparation.

301 Tires, tubes

● **BURMA**—Tires, 60,811, inner tubes 61,311, various sizes and types. Tender No. MEIC/12/T-128/66-67, bid deadline March 13. Divisional Manager, Import Division, Myanma Export Import Corp., No. 577, Merchant St., Rangoon.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

GERMANY—Rubber materials for shoe manufacturing industry. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Heinrich Heidemann (wholesaler, distributor, importer), 81 Schillerstrasse, 48 Bielefeld. WTD 1/23/67.

SWEDEN—Rubber cement for building industry. Agency and direct purchase. Skanska Kemi AB (agent, manufacturer), Stillmansgatan 5, Malmo O. WTD 4/6/66.

307 Plastic products

FRANCE—Artificial flowers, foliage, and plants, including de luxe plastic nosegays for home decoration; decorative articles for residences. Direct purchase and agency. Requests replies in French. Garden Center (Paul Rostaing) (dealer), 15 Rue Victor-Basch, 33-Talence, Gironde. WTD 5/11/66.

IRAN—Raw plastic materials to manufacture phonograph records. Taraneh Company, Ltd. (manufacturer), 171 Pahlavi Ave., Tehran. WTD 1/31/67.

Raw plastic materials for phonograph record manufacturing. Mono Co., Ltd. (importers), c/o Irangram Co., Next to Cinema Niagara, Tehran. WTD 2/1/67.

311 Leather tanning, finishing

GERMANY—Upper leather and lining leather for shoe industry (calf, goat, velours, kid etc.). Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Requests replies in German. Erich Detert (importer, exporter, wholesaler, sales agent), Ledergrosshandlung, 1 Kronenstrasse, 48 Bielefeld. WTD 2/7/67.

Shoe upper leather, cowhide & calfskin; lining leather goatskin, sheepskin and bastard leather; goat & kid leathers of all kinds for clothing industry; cowhide for leather pants; leathers of all kinds for manufacture of suitcases, briefcases, handbags. Requests price quotation c.i.f. German or Dutch ports. Direct purchase and agency. Requests replies in German. Rudolf Fink Inh. Helmut Schmidt (agent), 137-139 Koelner Strasse, 4047 Dormagen. WTD 1/13/67.

Finished cattle hide leathers; finished leathers from goats, kid, horse, colt, mule, ass, pony, pig and hog; finished sheep, lamb leathers. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Heinrich Heidemann (wholesaler, distributor, importer), 81 Schillerstrasse, 48 Bielefeld. WTD 1/23/67.

322 Glass, glassware

BRAZIL—Table, kitchen, art, novelty glassware articles. Castelo dos Lustres Ltda. (retailer), Rua Conde de Bonfim 435, loja, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 2/67.

323 Glass products

GERMANY—Decorative and consumer applied art glassware. Direct purchase and agency. Arnold Meyer (sales agent, wholesaler), Grosser Burstah 23, Hamburg 11. WTD 2/67.

326 Pottery, related products

BRAZIL—Art, decorative and novelty potteryware, articles. Castelo dos Lustres Ltda. (retailer), Rua Conde de Bonfim 435, loja, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 2/67.

329 Abrasives, asbestos, nonmetallic mineral products

NETHERLANDS—Motor vehicle gaskets. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N.O. Indie, The Hague. WTD in preparation.

331 Steel mill products

BRAZIL—Barbed wire. Compimex Importacao e Exportacao S.A. (wholesaler, representative, importer), Avenida Presidente Vargas 583, 9° andar, salas 918/920, Rio de Janeiro ZC-00. Estado da Guanabara. Caixa Postal 4414 ZC-00. WTD 2/67.

● **INDIA**—Steel Plates, high tensile. 2400 metric tons; 17 items, size range in mm: 10

x 2,000 x 11,000 to 50 x 1,600 x 9,000. Tender No. S/177, bid deadline March 8. Supt. of Purchase, Bharat Heavy Electricals Ltd., Tiruchirapalli 14, South India. Tender documents available from above at $1.33 per set. One only copy may be examined in Rm. 4224, Iron & Steel Division, BDSA, U.S. Department of Commerce, Washington, D.C.

● **TURKEY**—Pipe, stainless steel (18-8) and miscellaneous fittings and valves. About 1200 meters of pipe included, sizes 1″, 1½″ and 3″; also 25, 38, 51, 63.5 and 76 mm. sizes. No tender number available. Bid deadline, March 17. Turkiye Sut Endustrisi Kurumu Genel Mudurlugu, Atac Sokak No. 72/3, Yenisehir, Ankara (Dairy Industries Association of Turkey). Tender documents available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara (a private translation company), for $5.50 including airmail charge.

333 Primary smelting, refining of nonferrous metals

BRAZIL—Nonferrous metals in general. Compimex Importacao e Exportacao S.A. (wholesaler, representative, importer), Avenida Presidente Vargas 583, 9° andar, salas 918/920, Rio de Janeiro ZC-00. Estado da Guanabara. Caixa Postal 4414 ZC-00. WTD 2/67.

● **GREECE**—20 metric tons of 99.75% tin, Tender No. 7897, bid deadline March 17, Hellenic State Railways. Tender available upon telephone request from Miscellaneous Metals & Minerals Division, BDSA, U.S. Department of Commerce. Telephone: 202-WO 7-2298.

335 Rolling, drawing, extruding of nonferrous metals

PORTUGAL—Extruded aluminum for door and window framing and for exterior and interior architectural design. Aluplasto-Sociedade Portuguesa de Representacoes, Lda. (agent, distributor, importer), 490 Rua de Faria Guimaraes, Oporto. WTD 1/67.

342 Cutlery, hand tools, general hardware

BRAZIL—Hand and edge tools; metalworking, woodworking and general maintenance tools. Compimex Importacao e Exportacao S.A. (wholesaler, representative, importer), Avenida Presidente Vargas 583, 9° andar, salas 918/920, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 4414 ZC-00. WTD 2/67.

Novelty household cutlery. Castelo dos Lustres Ltda. (retailer), Rua Conde de Bonfim 435, loja, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 2/67.

NETHERLANDS—Wheel, gear and bearing pullers, motor vehicle hardware, lifting jacks, screw and ratchet jacks. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N.O. Indie, The Hague. WTD in preparation.

PANAMA—Hardware used in manufacture of metal office furniture, such as chairs, filing cabinets, typewriters, desks. Requests replies in Spanish. Argudo e Hijos, S.A. (importer, retailer), P.O. Box 6156, Panama. WTD 2/67.

PORTUGAL—Builders' hardware. Aluplasto-Sociedade Portuguesa de Representacoes, Lda. (agent, distributor, importer), 490 Rua de Faria Guimaraes, Oporto. WTD 1/67.

348 Fabricated wire products

AUSTRIA—Crates, other containers of wire. M. Gnesda (wholesaler, retailer, importer, exporter), Kommanditgesellschaft, Tuchlauben 7a/VI, A-1010 Vienna. WTD 1/67.

351 Engines, turbines

● **BURMA**—Supply four gas turbine generator sets, 250 KW minimum, 0.8 power factor, 50 cycle, 400 volt, three-phase, parallel operation, liquid petroleum fuel, four-wheel trailer mounted. Tender No. 49(T) MCY-ESB/66-67, bid deadline April 3. The Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon. Specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

352 Farm machinery

ETHIOPIA—Machinery, equipment for raising chickens; capacity about 500 chickens per week, weighing 2-2½ lb. fully dressed. Costa Mavromichaelis (poultry farm), c/o Moenco (Ethiopia) Ltd., P.O. Box 1767, Addis Ababa. WTD in preparation.

SWEDEN—Garden motor cultivators. J. M. Jonsson i Lomma AB (agent, retailer), Strandvagen 98, Lomma. WTD 1/30/67.

353 Construction, mining, materials handling machinery

● **CHILE**—Public bids are requested for the supply of 100 mine cars and dumping equipment. Bidder must be legally represented in Chile. Payment under IBRD credit. Tender No. 7, bid deadline March 15. Empresa Nacional de Electricidad S.A., "Endesa", calle Ramon Nieto 920, Santiago. One loan copy of specifications in Spanish available.★ (Telephone: 202-WO 7-5566).

● **FRANCE**—Company seeks licensing opportunity from United States for producing heavy construction equipment. Currently manufactures buckets used on power shovels, draglines, cranes. Interested parties may communicate directly with Continental Equipment, 7 bis rue de la Pierre Blanche, 78-Carrieres-sous-Poissy, Val d'Oise.

● **INDIA**—One crawler mounted bucket wheel type excavator to be used for reclaiming stockpiled iron ore, capacity 1250 tph; two crawler mounted belt conveyors for conveying abrasive iron ore, capacity 1250 tph. Specifications available. Quotations and details of machinery offered in this inquiry are required in order to issue tenders for equipment selected by Port Authorities. Superintending Engineer, Electrical & Mechanical Circle, Paradeep Port, Cuttack, Orissa.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

BRAZIL—Machine tools in general, metalforming and cutting, and attachments. Direct purchase and agency. Companhia Mecanica Brasileira (wholesaler, representative), Rua Buenos Aires 100, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 2/67.

NETHERLANDS—Portable power driven handtools for garages (electrical and pneumatic) wheel truing and balancing equipment, degreasing machines. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N.O. Indie, The Hague. WTD in preparation.

355 Special industry machinery

COLOMBIA—Complete machinery for manufacture of matches, including safety matches. Requests descriptive literature, price lists. Eduardo Gomez (consulting engineer), Apartado Aereo No. 93-83, Bogota, D. E. WTD in preparation.

HONG KONG—Machinery, equipment for manufacturing paper cups (using wax and glue) for packaging ice cream, milk, other beverages; daily output 200,000 cups. Catalogs c.i.f. prices requested. Chui Tai Hong (importer), 73 Connaught Rd., West, Hong Kong. Cable: Chuitaico. WTD in preparation.

Cotton thread winding machines. Majestic Manufacturing Co. (importer, wholesaler, manufacturer, exporter), G.P.O. Box 14099, Hong Kong. WTD in preparation.

Complete equipment for manufacturing cellophane tape. Nam Keung Plastic Co. (manufacturer), 1st Floor, 16 Yiu Wah St., Wanchai. WTD in preparation.

PORTUGAL—Textile machinery; parts, attachments for textile machinery. Direct purchase and agency. Promatex-Produtos e Maquinas Texteis, Lda. (agent, distributor, importer), 606 Rua do Campo Alegre, Oporto. WTD 1/67.

356 General industrial machinery

GERMANY—Hot water circulation pumps. Direct purchase and agency. Requests replies in German. Waldemar Wissemann (import, agent, wholesaler), 2000 Hamburg 61, Borsteler Chaussee 103-105. WTD 2/67.

NETHERLANDS—Greasing units for automobiles. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N.O. Indie, The Hague. WTD in preparation.

PORTUGAL—Water or air-cooled portable air compressor, for marine use, 30 m³/H. capacity, pressure 588 psi, directly connected to 110-volt direct current electric motor and starter, protected against maximum and minimum. Direct purchase and agency. M. Santos Alves (importer, sales agent), Rua Luis de Camoes 33-4° Dto. (Sto. Amaro), Lisbon-3. WTD 8/19/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and yourself.*

Ask the Department of Commerce Field Office for advice.

358 Service industry machines

NETHERLANDS—Coin operated gasoline dispensing machines, grease guns. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N.O. Indie, The Hague. WTD in preparation.

PORTUGAL—Special portable diesel or electric (110-volt direct current) powered dehumidifier with forced hot air circulation and over 50,000 BTU/H. heating capacity. Dehumidifier is desired for drying (cork insulated) cold storage warehouses. Direct purchase and agency. M. Santos Alves (im-

porter, sales agent), Rua Luis de Camoes 33-4° Dto. (Sto. Amaro), Lisbon-3. WTD 8/19/66.

Window type room air conditioners up to 25,000/30,000 BTU/H for 50-cycle, 220-volt current, reversible heat pump type. Direct purchase and agency. M. Santos Alves (importer, sales agent), Rua Luis de Camoes 33-4° Dto. (Sto. Amaro), Lisbon-3. WTD 8/19/66.

Water conditioning equipment, either chemical or ultrasonic process. Direct purchase and agency. Luiz Markert Faria e Maia (chemical engineer), Rua da Bela Vista, a Lapa 71, Lisbon 2. WTD in preparation.

361 Electric transmission, distribution equipment

● **AUSTRALIA**—Supply of 31 different types of electric testing instruments, ranging in quantity of from one to 100. Tender No. Schedule C 1424. File S. 67/1/1424, bid deadline March 30. The Deputy Assistant Director-General, Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne, C.1, Victoria.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Electric measuring instruments and test equipment for garages, voltmeters, ignition testing instruments, electric instruments for testing electric characteristics of internal combustion engines, spark-plug testing equipment. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N. O. Indie, The Hague. WTD in preparation.

362 Electrical industrial apparatus

NETHERLANDS—Inspection and gauging apparatus for motor vehicles. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van Nieuw Oost Indie, The Hague. WTD in preparation.

363 Household appliances

AUSTRIA—Small electrical household appliances of various kinds, particularly novelties in electrical kitchen aids. Direct purchase and agency. "AstraluX" Franz Mitterdorfer (manufacturer, importer, wholesaler, agent), Alserstrasse 23, A-1081 Vienna. WTD 7/29/66.

BRAZIL—Novelty small household electrical appliances. Castelo dos Lustres Ltda. (retailer), Rua Conde de Bonfim 435, loja, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 2/67.

GERMANY—Household refrigerators and freezers, laundry equipment, electrical housewares. Direct purchase and agency. Requests replies in German. Waldemar Wissemann (import, agent, wholesaler), 2000 *Hamburg 61*, Borsteler Chaussee 103-105. WTD 2/67.

ITALY—Electric toothbrushes, electric shoe brushes. Zingaro (importer), Via Venini 57, Milan. WTD in preparation.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of 610 screw-type lamps for searchlights, 250-550-750 watts, ranging from 24 to 220 volts, Tender No. MEIC/12/T(120)66.67, bid deadline March 6. Manager Vehicle & Spares, Myanma Export Import Corp., No. 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5345).

366 Communications equipment

● **AUSTRALIA**—Supply of various types of data modems ranging in quantity from 20 to 200, and 6 to 12 data signal transmission test sets. Schedule C 1418, bid deadline May 2. The Deputy Asst. Director General (Supply), Postmaster General's Dept., 380 Russell St., Melbourne, C.1.★ (Telephone: 202-WO 7-4823).

● **INDIA**—Supply of power line carrier and protective equipment for projected receiving stations. Tender No. 4CP/TLC-12, bid deadline April 7. Chief Engineer, Hydro-Electric Construction Projects, Post Bag No. 360, Race Course Cross Rd., Bangalore 9.★ (Telephone: 202-WO 7-4823).

SWEDEN—Citizens band transceivers. Direct purchase and agency. Speed-Motor (wholesaler, agent), Box 5155, Malmo 5. WTD 2/9/67.

367 Electronic components, accessories

SWEDEN—Industrial components and equipment. Direct purchase and/or exclusive agency. Intronic AB (importer, wholesaler, manufacturer, sales agent), Hudiksvallsgatan 4, Stockholm VA. WTD 1/27/67.

369 Electrical machinery, equipment, supplies

NETHERLANDS—Electrical equipment for motor vehicle engines, starting motors, distributors, magnets, coils, ignition cable sets or wire assemblies, battery charging generators, trouble lights. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N. O. Indie, The Hague. WTD in preparation.

TRINIDAD, W.I.—Dry cell flashlight batteries. Direct purchase and agency. Ajax Battery Manufacturing Co. (importers, wholesalers, retailers, manufacturers), 33 Edward St., Port of Spain. WTD 1/26/67.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA. 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel.. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Automobile engine parts and accessories, motor vehicle filters, exhaust systems, automobile novelties like magnetic key boxes, litter boxes, electrical compasses, ash trays. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N. O. Indie, The Hague. WTD in preparation.

372 Aircraft, parts

PORTUGAL—Two or three-place helicopter for private use. Requests catalogs with full particulars, quotations. Hospital da Ordem Terceira (hospital), de S. Francisco da Cidade, Rua Serpa Pinto 7, Lisbon-2. WTD 3/15/66.

Surplus new spare parts, including airframe, engine and instruments for Douglas C-54 (C-54-A), DC-4, DC-3, DC-6, DC-6AB cargo; Beech Expeditor, D 18S, C-45 (various sizes); Lockheed PV2, P2V, T33; North American T-6, F-86. Spare parts for Pratt & Whitney, Curtiss-Wright, Allison and Lycoming engines. Sociedade Comercial Romar, Lda. (importer, dealer, sales agent), Rua do Boavista 83-1° Dto. Lisbon-2. WTD 3/15/66.

374 Railroad equipment

● **BURMA**—Supply of train lighting equipment. Reference No. MEIC/B.Rlys/14(T)-1214/66-67, bid deadline March 21. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Union of Burma. The prices quoted for should be firm without escalator clauses and remain valid for acceptance up to 90 days from the closing date. Tender notice and specifications may be reviewed only, not available for loan, in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

● **CHILE**—Supply of 12 and 20-ton diesel locomotives. Tender No. 13, bid deadline March 2. Worldwide tender financing through IBRD. Empresa Nacional de Electricidad S.A., "ENDESA", calle Ramon Nieto 920, Santiago, Chile. Tender notice and specifications, in Spanish, may be reviewed only in Rm. 4314, U.S. Department of Commerce, Transportation Equipment Division, BDSA-596, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

● **KENYA**—Supply of three liquid petroleum gas bogie wagons. Tender No. IND. WB. 5001/67. Send for tender documents before March 10 to the Overseas Purchasing Div., East African Railways & Harbours, 4, Millbanks, London, S.W.1.

381 Engineering, laboratory, scientific, research instruments

AUSTRIA—All types of aeronautical instruments including navigation and communication equipment. Direct purchase and agency. Aerocommerz, Dr. Pachta-Rayhofen & Co. (importer, wholesaler, retailer, agent). KG, Landstrasser Hauptstrasse 65, A-1030 Vienna. WTD 6/15/66.

COLOMBIA—Laboratory equipment and supplies, including laboratory glassware. Direct purchase and/or exclusive agency. Cirumedica Ltda. (importers), Carrera 10, No. 22-45, Bogota. D. E. WTD 10/17/66.

NORWAY—Laboratory ion exchangers. Direct purchase and agency. Wetlesen & Roll A/S (manufacturers' representative, consulting engineers), Haakon VII's gate 5, Box 1704, Oslo 1. WTD 9/23/66.

PORTUGAL—Nautical instruments, including sextants, binoculars, compasses, lights, clocks and watches, chronometers, barometers, barographs, thermographs. Direct purchase and agency. Azimute-Aprestos Maritimos, Lda. (importer, wholesaler, manufacturer), Rua da Moeda 1-1° Dto. Sala 7, Lisbon. WTD in preparation.

Laboratory equipment, especially that used in chromatography electrophoresis and spectrophotometry. Laboratorio Sanitas (importer, wholesaler, sales agent), Rua D. Joao V. 24, Lisbon-2. WTD 7/7/66.

SPAIN—Teaching aids, apparatus and equipment for hydraulical, thermic and thermodynamical specialties. Distribuidora de Telecomunicacion y Electronica, S.A. (Distesa) (manufacturer, wholesaler), Viriato 52, Madrid (10). WTD 2/67.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Revolution and timing control instruments for vehicles. Direct purchase and agency. H. van der Heijden Service Stations (importer, wholesaler), 287 Laan van N. O. Indie, The Hague. WTD in preparation.

383 Optical instruments, lenses

GERMANY—Binoculars, microscopes, telescopes, opera glasses, optical measuring and testing instruments. Direct purchase and agency. Requests replies in German. Waldemar Wissemann (import, agent, wholesaler), 2000 *Hamburg 61*, Borstelerchaussee 103-105. WTD 2/67.

384 Surgical, medical, dental instruments

COLOMBIA—Medical and surgical instruments, appliances and supplies, such as stethoscopes, electrocardiographs, electroencefalographs. Direct purchase and/or exclusive agency. Requests catalogs, price lists. Cirumedica Ltda. (importers), Carrera 10, No. 22-45, Bogota, D. E. WTD 10/17/66.

385 Ophthalmic goods

PORTUGAL—All items and equipment connected with eye surgery. Direct purchase and agency. Laboratorio Sanitas (importer, wholesaler, sales agent), Rua D. Joao V. 24, Lisbon, 2. WTD 7/7/66.

386 Photographic equipment

AUSTRIA—All types of photographic and cinematographic equipment and supplies, except sensitized film, but including viewers, other optical equipment. Direct purchase and agency. Prihoda & Beck (K. Krziwanek's Nachf.) (importer, wholesaler, manufacturers' representative). Mariahilferstrasse 107, A-1061 Vienna. WTD 6/10/66.

● **INDIA**—Supply of 750 sheets stat file films, 6¼″ x 8½″; 300 sheets stat file films, 3¼″ x 4¼″; should be of low shrinkage for removing negative of ink and pencil drawings on vellums, tracing paper, etc. Tender No. 1018/BPO/J-189/PR/3438, bid deadline April 20. Invited by Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Punjab, India. Tender documents available free from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. I.S.M. Ref. No. D/ENQ/2205.

SWEDEN—Slide projectors, 2″ x 2″ with halogen lamps. Direct purchase and agency. Hugo Svensson & Co. Foto AB (agent, wholesaler, retailer), Storgatan 13, Goteborg. WTD 3/18/66.

391 Jewelry, silverware, plated ware

GERMANY—Decorative and consumer applied art articles made of copper and pewter. Direct purchase and agency. Arnold Meyer (sales agent, wholesaler), Grosser Burstah 23, Hamburg 11. WTD 2/67.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—Fishing tackle, all types. Direct purchase and agency. Geo. W. McPherson Pty. Ltd. (importer, wholesaler, manufacturer), 498 Rode Rd., Chermside, Brisbane. WTD 1/67.

BRAZIL—Games, toys, dolls, doll clothing, toy animals. Castelo dos Lustres Ltda. (retailer), Rua Conde de Bonfim 435, loja, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 2/67.

395 Pens, pencils, office, artists' supplies

FRANCE—Technical specialties for drafting and graphic arts; electrostatic and xerographic products for photocopy and related reproduction material and supplies. Direct purchase and agency. Universal-Graphic (dealers, importers), 47 Rue de la Concorde, 31-Toulouse, Haute-Garonne. WTD 11/18/65.

GERMANY—Marking labels for laundries, dry cleaning establishments. Requests price quotations c.i.f. German or Dutch ports. Gustav Koch (wholesaler, distributor, importer), 60-62 Alteburgerstrasse, 5 Koeln. WTD 1/20/67.

ITALY—Artists' drafting materials. Enrico Tecilla & Figlio (importer), Via Varanini 29/B, Milan. WTD in preparation.

SWEDEN—Markers, commercial laundry and dry cleaning. Tvatterimaskiner i Malmo AB (agent, retailer), Sallerupsvagen 140b, Malmo 16. WTD 2/2/67.

396 Costume jewelry, novelties, except precious metals

GERMANY—Decorative and consumer applied art articles made of copper, pewter. Direct purchase and agency. Arnold Meyer (sales agent, wholesaler), Grosser Burstah 23, Hamburg 11. WTD 2/67.

399 Manufacturing industries

AUSTRALIA—Novelty gift items, especially bathroom accessories, to be sold through drug stores. Direct purchase and agency. Emmo Pty. Ltd. (importer, representative), 155 Castlereagh St., Sydney, N.S.W. WTD 5/5/66.

FRANCE—Publicity gift items, advertising articles and novelties, related lines. Price quotations f.o.b. desired, with descriptive leaflets. Publideal (wholesale dealer), 10 Avenue du President-Poincare, 33 Talence, Gironde. WTD 9/22/65.

GERMANY—Newly developed items of the wig manufacturing industry. Hans Thurner (wholesaler, exporter, importer), 73 Esslingen a. Neckar, Vogelsangstrasse 10. WTD 2/67.

Advertising novelty gift articles, new to market types or articles with established market success in United States. C.i.f. European ports. Direct purchase and agency. Requests replies in German. Paul Berger K.G. (manufacturer), 111-118 Blumenstr., 565 Solingen. WTD 12/16/66.

ITALY—Road and highway markers, all types. Smive, S.p.A. (importer, manufacturer), Via Comasina 121, Milan. WTD 12/12/66.

NEW ZEALAND—Driver training aids, drivers' test course equipment including skid pads. Traffic Dept., Wellington City Corp., Traffic House, Dixon St., Wellington, C.I.; attention: J. Anderson, Traffic Supt.

PORTUGAL—Plastics covering for walls, floors, counters. Aluplasto-Sociedade Portuguesa de Representacoes, Lda. (agent, distributor, importer), 490 Rua de Faria Guimaraes, Oporto. WTD 1/67.

599 Retail stores

IVORY COAST—Novelty and gift items. Requests replies in French. "La Boutique" (importer), B.P. 1735, Abidjan. WTD 1/31/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

SPAIN—Corn, in bulk. Gregorio D. Barreto Gonzalez (agent, wholesaler), Apartado 1176, Santa Cruz de Tenerife. WTD 1/67.

201 Meat products

NETHERLANDS—Canned and other preserved meats, meat products. Attractive packaging essential, samples must be forwarded for market evaluation. Gebr. Bakker Vleeswarenspecialiteiten N.V. (manufacturer, exporter), 11 Twijnstraweg, Lekkerkerk. WTD in preparation.

221 Broad woven fabric mills, cotton

SWEDEN—Cotton textile piece goods for ladies dresses, outerwear, dressing gowns, bed spreads. Textilagent H. Frohde (importer, sales agent), Vasagatan 15-17, Stockholm C. WTD 1/27/67.

222 Broad woven fabric mills, manmade fiber, silk

SWEDEN—Synthetic piece goods for ladies dresses, outerwear and dressing gowns, bed spreads. Textilagent H. Frohde (importer, sales agent), Vasagatan 15-17, Stockholm C. WTD. 1/27/67.

223 Broad woven fabric mills, wool

SWEDEN—Wool textile piece goods for ladies dresses and outerwear, dressing gowns. Textilagent H. Frohde (importer, sales agent), Vasagatan 15-17, Stockholm C. WTD 1/27/67.

229 Textile goods

ITALY—Artificial leather for shoe industry (for soles & uppers). Requests replies in Italian. Conceria Daniele Bresciani di M. & T. Fratelli Bresciani (manufacturer), Stocchetta (Brescia). WTD in preparation.

238 Apparel, accessories

HONG KONG—Men's, women's rubberized, poplin raincoats. Pacific Knitwear Co., Ltd. (importer, wholesaler, exporter), P.O. Box 1939, Hong Kong. Cable: Hkpacific. WTD in preparation.

244 Wooden containers

AUSTRIA—Wooden containers for storage, shipping; pallets. M. Gnesda (wholesaler, retailer, importer, exporter), Kommanditgesellschaft, Tuchlauben 7a/VI, A-1010 Vienna. WTD 1/67.

249 Wood products

THAILAND—Teak oil, other wood preservatives. Exclusive agency. Requests catalogs, cif prices. Aik Hong Co. Ltd. (importer, wholesaler), 672-6 Samyek, New Rd., Bangkok. WTD 7/6/66.

254 Partitions, shelving, lockers, office, store fixtures

AUSTRIA—New component parts for warehouse and store fixtures of wood, metal and plastics materials; new storage and display systems. M. Gnesda (wholesaler, retailer, importer, exporter), Kommanditgesellschaft, Tuchlauben 7a/VI, A-1010 Vienna. WTD 1/67.

264 Converted paper, paperboard products

ITALY—Stationery. Tiesse, S.r.l. (distributor), Via Varanini 29/B, Milan. WTD in preparation.

275 Commercial printing

SOUTH AFRICA—Presensitized lithographic plates. Coates Brothers (South Africa) Ltd. (manufacturer, importing distributor), P.O. Box 1057, Cape Town, Cape Province. WTD 10/27/65.

281 Industrial chemicals

NETHERLANDS—Raw materials, chemicals for following industries: paint-lacquer-varnish industries, printing ink, plastic and rubber industries, glass and ceramic, cosmetic and soap industrie, linoleum-match and paper industries. N.V. Lithos (importer, wholesaler), 3 Emmapark, The Hague. WTD 1/24/66.

283 Drugs

FRANCE—Antibiotics, medicinal and pharmaceutical products, preferably patented specialties of new types. Laboratoires d'Opochimiotherapie (producers, wholesale dealers), 62 Boulevard des Recollets, 31- Toulouse, Haute-Garonne. WTD 7/25/66.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Micronized talcum powder, used in pharmaceutical and cosmetic trades. Armen George (Overseas) Trading Co. (importer, distributor), 28 McEvoy St., Waterloo, N.S.W. WTD 1/67.

SOUTH AFRICA—Toilet preparations, cosmetics and household aerosol products, branded lines. Exclusive agency or licensing arrangement to manufacture products. A. J. North & Co. Ltd. (manufacturer, importing distributor), P.O. Box 716, Cape Town, Cape Province. WTD 2/2/67.

289 Chemical products

THAILAND—Cement additive for increasing waterproofing and hardening qualities. Exclusive agency. Catalogs, c.i.f. prices required. Aik Hong Co., Ltd. (importer, wholesaler), 672-6 Samyek, New Rd., Bangkok. WTD 7/6/66.

307 Plastic products

GERMANY—Plastic tubes, laminated, various lengths, c.i.f. European ports. S. Host, Industrie-Vertretungen (agent), 16 Sandkaulbach, 51 Aachen. WTD 1/30/67.

314 Footwear, except rubber

HONG KONG—Men's, women's, children's leather shoes. Exclusive agency. Pacific Knitwear Co., Ltd. (importer, wholesaler, exporter), P.O. Box 1939, Hong Kong. Cable: Hkpacific. WTD in preparation.

317 Handbags, personal leather goods

HONG KONG—Women's leather handbags; men's, women's leather overcoats, jackets. Pacific Knitwear Co., Ltd. (importer, wholesaler, exporter), P.O. Box 1939, Hong Kong. Cable: Hkpacific. WTD in preparation.

331 Steel mill products

GERMANY—Steel tubes, DIN 2394, and other steel tubes not produced in steel mills for use in production of tubular steel furniture. C.i.f. European ports. S. Host, Industrie-Vertretungen (agent), 16 Sandkaulbach, 51 Aachen. WTD 1/30/67.

342 Cutlery, handtools, general hardware

THAILAND—Building hardware including padlocks, door knobs. Exclusive agency. Catalogs, c.i.f. prices requested. Aik Hong Co. Ltd. (importer, wholesaler), 672-6 Samyek, New Rd., Bangkok. WTD 7/6/66.

343 Heating apparatus, plumbing fixtures

ITALY—Institutional and domestic garbage incinerators. S.I.A.T. (retailer, distributor), Via Ermenegildo Cantori 24, Milan. WTD 1/67.

353 Construction, mining, materials handling machinery, equipment

SPAIN—Road construction and maintenance machinery, new and modern types, heavy-duty graders, power shovels, concrete mixers and other machines for civil engineering, public works, general building contractors. Machinery and equipment offered must be absolutely new. Gregorio D. Barretto Gonzalez (manufacturer, agent, wholesaler), Apartado 1176, Santa Cruz de Tenerife. WTD 1/67.

354 Metalworking machinery

AUSTRALIA—Machine tools, metal working machinery and related equipment, including, but not limited to the following: machines for electro chemical machining; chemical etching equip.; large horizontal borers; cutoff machines with automatic loaders; abrasive machining; three dimensional tracer & profiler machines; numerical control punching machines; rolling mill equip.; billet, slab & roll

grinders; rotary fixtures for steel mills; machines for electrical machining; stretch forming machines; high frequency cutting; assembly machines; explosive forming machines; fluid forming presses; high precision micro miniature machining; electro hydraulic forming machines; heavy multi-slide machines; jig borers; large gear hobbers; high energy rate forming machines. Norman N. Benson & Co. Pty. Ltd. (importer, merchant, agent), 2 Morton St., Parramatta, N.S.W. Attn: L. C. Williams, General Mgr. & Director. WTD 12/12/66.

Machine tools of all types, attachments, accessories. Selco Equipment (agents, distributors, manufacturers), 13-15 Kilpa Rd., Moorabbin, Victoria. WTD 1/67.

357 Office, computing, accounting machines

AUSTRALIA—Office machines including accounting, duplicating machines, computers' accessories. H. V. Lindqvist & Co. (commission merchant, retailer), 107 Elizabeth St., Melbourne, C.l, Victoria. WTD 1/67.

358 Service industry machines

BELGIUM—Coin-operated vending machines for leasing to plants, schools, hospitals, offices. Aerts-Temmerman (importer, agent), 73 Kanadezenlaan, Heide-Kalmthout, Antwerp. WTD 1/67.

365 Radio, television receiving sets

AUSTRALIA—Audio-visual aids, including but not limited to programmed learning accessories and equipment. R. Mandl, Pty. Ltd. (manufacturer, distributor), 53 Smith St., Matraville, N.S.W. WTD 2/67.

382 Instruments for measuring, controlling, indicating physical characteristics

ITALY—Controls, measuring and indicating instruments for oil refineries, steel mills. Saspe (manufacturer), Via Monte Grappa 29/31, Arese (Milano). WTD 11/23/66.

383 Optical instruments, lenses

NETHERLANDS—Optical high precision measuring instruments, equipment for dimensional measurement only. Forward detailed descriptive literature, price lists. Technisch Bureau voor Meet- & Fijnmechanische Techniek M.F.T. (importer, agent), 7 Viottakade, Dordrecht. WTD in preparation.

384 Surgical, medical, dental equipment

DOMINICAN REPUBLIC—Surgical dressings. Requests replies in Spanish. Farmacos, C. por A. (distributor, importer), P.O. Box 820, Santo Domingo. WTD 2/67.

386 Photographic equipment

AUSTRALIA—Audio-visual aids, including but not limited to specialized projectors and projection screens, teaching aids. R. Mandl Pty. Ltd. (manufacturer, distributor), 53 Smith St., Matraville, N.S.W. WTD 2/67.

391 Jewelry, silverware, plated ware

HONG KONG—Stainless steel flatware of distinctive designs or patterns. Pacific Knitwear Co., Ltd. (importer, wholesaler, exporter), P.O. Box 1939, Hong Kong. Cable: Hkpacific. WTD in preparation.

394 Toys, amusement, sporting goods

FRANCE—Swimming pools, steel structure, designed and engineered for prompt and easy installation; for residences, clubs, and collectivites; standard types and sizes approved for swimming competitions in France; swimming pool equipment, accessories, and supplies. Requests replies in French. Philippe Daret (sales agent), Rue du Moulin a Vent; 33-Eysines, Gironde. WTD 2/1/67.

395 Pens, pencils, office, artists' supplies

ITALY—Stationery and artist's materials. Tiesse, S.r.l. (distributor), Via Varanini 29/B, Milan. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Textile knitting machine needles. Exclusive agency. The Magnificent Dragon & Co., Ltd. (importer, wholesaler, retailer, manufacturer, exporter, manufacturers' agent), 163-A Sai Yeung Choi St., Kowloon, Hong Kong. Cable: Magnificent. WTD in preparation.

504 Groceries

SOUTH AFRICA—General line of groceries, foodstuffs, branded lines; exclusive agency. A. J. North & Co. Ltd. (manufacturer, importing distributor), P.O. Box 716, Cape Town, Cape Province. WTD 2/2/67.

525 Hardware, farm equipment

SPAIN—General hardware supplies, especially hand tools, builders' hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials. Gregorio D. Barreto Gonzales (agent, wholesaler), Apt. 1176, Santa Cruz de Tenerife. WTD 1/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

DENMARK—Torwald Nielsen, Unoco Maskinfabrik, 269 Frederikssundsvej, Copenhagen-Bronshoj, **interested in contacting U. S. manufacturers and exporters of cast iron lubricated parallel plug valves and in discussing licensing arrangements for manufacture of such valves in Denmark.** March 1 via New York for three months. c/o Mrs. Anita King, RD 6 Frewmill Road, Box 25, Newcastle, Pittsburgh, Pa. Itinerary: New York, Miami, Pittsburgh, Boston, other East coast cities as required. WTD in preparation.
FINLAND—Eino Narhi and Karl R. Hakosuo, representing Kopiopalvelu Oy and Painokytkenta Oy, Vattuniemenkatu 9, Helsinki, **interested in photoreproduction equipment and materials and manufacturing of printed circuit boards and equipment.** March 2 via Chicago for three weeks. c/o Institute of Printed Circuits, Inc., 3525 Peterson Rd., Chicago, Ill. 60645. Itinerary: Chicago, Detroit, Columbus, Cleveland, Rochester, New York. WTD 4/21/65 on Kopiopalvelu Oy; WTD 4/20/65 on Painokytkenta Oy.
FRANCE—Charles F. Warin, Societe de Produits Chimiques Industriels, 43 Rue Cristino Garcia, La Plaine St. Denis 93, **interested in importing or manufacturing under license chemicals used as raw material or additives in the production of paint, plastics, rubber, paper, food, pharmaceutical drugs.** Feb. 22 via New York for 20 days. c/o Benjamin, 45 E. 82nd St., New York, N.Y. 10028. Itinerary: New York, Philadelphia, Chicago, other cities if necessary. WTD in preparation.
JAPAN—Kazuya Katsumata, Maruka Machinery Co. Ltd., 41 Bungo-machi, Higashi-ku, Osaka, **interested in buying machines and parts of all kinds, and in selling machine tools, auto parts and accessories, electrical and electronic equipment, bicycles and parts.** Feb. 25 via Seattle for three years. c/o Master Apartments, Rm. 2106, 310 Riverside Dr., New York, N.Y. 10025. Itinerary: New York, Chicago, Milwaukee, Detroit, Los Angeles, San Francisco, Boston, Westfield, Mass., Dallas, Houston. WTD 8/16/65.
NETHERLANDS—Z. J. Sosinski, Saval Apparatenfabriek N.V., Haagweg 241-243, Breda, **interested in export, import agencies and/or license for fire extinguishers, fire fighting installatons, fire fighting equipment.** Feb. 19 via New York for 14 days. c/o The Statler Hilton, 7th Ave. & 33rd St., New York, N.Y. 10001. Itinerary: New York, Boston, San Francisco. WTD 9/27/66.
SOUTH AFRICA—David E. D. Lewis, Seawright Walten, P.O. Box 6300, Johannesburg, **interested in obtaining licenses for the manufacture in South Africa of window shades, venetian blinds, burglar alarms, and in direct purchase of roller-blind cloth.** March 7 via New York for one week. c/o Plaza Hotel, 5th Ave. & W. 59th St., New York, N. Y. 10019. Itinerary: New York. WTD in preparation.
SWEDEN—Folke Sandin, Sangspecialisten, Regeringsgatan 54, Stockholm, **interested in contacting U. S. manufacturers of beds and bedding, in marketing information and present scientific research status in the United States on these products.** March 1 via New York for three weeks. c/o U.S. Department of Commerce Chicago Field Office. Itinerary: New York, Chicago, possibly others. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

209 Food preparations

BRAZIL—Tung oil; castor oil, pomace; cottonseed, linseed, soybean, babassu cakes and meals. Compimex Importacao e Exportacao S.A. (wholesaler, representative, importer, exporter), Avenida Presidente Vargas 583, 9° andar, salas 918/920, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 4414 ZC-00. WTD 2/67.

228 Yarn, thread mills

UNITED ARAB REPUBLIC—Cotton yarn of following specifications: No. 16/1 Carded Ashmouni; 20/1 Carded Ashmouni; 38.5/1

Carded Ashmouni; 36/2 Combed Ashmouni; 50/2 Combed Menoufi; 60/2 Combed Menoufi; 60/2 Combed Menoufi; 72/2 Combed Menoufi. Misr/Shebin El-Kom Spinning & Weaving Co., Shebin El-Kom, Governorate of Menoufia.

242 Sawmills, planing mills

FRANCE—Walnut gunstocks and blanks (for sporting and other rifles), de luxe and semi-luxe, and standard type articles; walnut veneer for cabinet-makers and craftsmen. Etablissements Emile Lajunias (producers, wholesalers, exporters), Avenue de la Gare, 24- Montignac-sur-Vezere, Dordogne. WTD 6/27/66.

286 Gum, wood chemicals

BRAZIL—Rosewood oil, ocotea cymbarum oil. Compimex Importacao e Exportacao S.A. (wholesaler, representative, importer, exporter), Avenida Presidente Vargas 583, 9° andar, salas 918/920, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 4414 ZC-00. WTD 2/67.

289 Chemical products

BRAZIL—Peppermint oil, menthol crystals. Compimex Importacao e Exportacao S.A. (wholesaler, representative, importer, exporter), Avenida Presidente Vargas 583, 9° andar, salas 918/920, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 4414 ZC-00. WTD 2/67.

311 Leather tanning, finishing

BRAZIL—Unfinished, finished, in-blue oxen hides; tanned oxen pelts; upholstery leather; sole leather. Companhia Comercial e Exportadora de Couros (wholesaler, exporter), Avenida Presidente Vargas 590, 13° andar, sala 1305, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 2/67.

319 Leather goods

BRAZIL—Harness, saddlery, whips, embossed leather goods. Companhia Comercial e Exportadora de Couros (wholesaler, exporter), Avenida Presidente Vargas 590, 13° andar, sala 1305, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 2/67.

355 Special industry machinery

FRANCE—Ceramic machinery (patented equipment) including cup-making machines (semi-automatic, twin-head jiggers); porcelain-clay shaping machines, and related lines; machinery for paint industry, such as paint-crushers. Exportation direct or through agents. A. Faure & Cie. (manufacturers, exporters), 21 Place Winston-Churchill, 87- Limoges, Haute-Vienne. WTD 6/21/66.

364 Electric lighting, wiring equipment

PORTUGAL—Old style copper and brass decorating lamps (electric and kerosene). Azimute-Aprestos Maritimos, Lda. (importer, wholesaler, manufacturer), Dua da Moeda 1-1° Dto. Sala 7, Lisbon. WTD in preparation.

399 Manufacturing industries

BRAZIL—Sheep (dyed) and oxen pelt carpets; ladies' and men's umbrella frames and handles; parasol frames; direct sale or to well-established agents. Companhia Comercial e Exportadora de Couros (wholesaler, exporter), Avenida Presidente Vargas 590, 13° andar, sala 1305, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 2/67.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—A $20,650,000 loan to help finance **a broad electric power program** in Argentina was announced by the Inter-American Development Bank. The program will benefit a population of 1.4 million inhabitants in three Argentine provinces. It includes the expansion of the generating capacity at Mar del Plata, a major port, industrial and tourist center south of Buenos Aires; the construction of a hydroelectric plant in Santiago del Estero, an underdeveloped agricultural province of northern Argentina, and the expansion of the transmission and distribution systems in Mendoza, a province located in western Argentina which is experiencing rapid industrial development.

The borrower is the *Empresa del Estado Agua y Energia Electrica*, the federal government agency in charge of Argentina's electric power systems.

The facilities to be built include: *At Mar del Plata*, the installation of two 30,000-kilowatt thermoelectric generating units and their corresponding auxiliary services at the "9 de Julio" power plant, which provides most of the power needs of the city; the interconnection of the Mar del Plata system with the Necochea system 62 miles to the south, and the expansion of transmission and distribution systems. The project, whose total cost is $18.4 million, will benefit 293.000 persons in the area.

At Santiago del Estero, the construction of a 15,400-kilowatt hydroelectric plant at Rio Hondo, and the interconnection of this plant with the electric power system of the city of Santiago del Estero and the community of Villa Quinteros in Tucuman Province. Completion of this system will provide improved services in an area which has 220,000 inhabitants. The $6.4 million project will provide power in Santiago del Estero and the Hondo area and will particularly meet the power requirements derived from the Dulce River land settlement program which will be partially financed with two bank loans totaling $32,710,000, also just announced. The Rio Hondo hydroelectric plant will be built at a dam site being completed with the aid of one of the two loans.

At Mendoza, the construction of 244 kilometers of transmission lines from the hydroelectric plant *Nehuil No. 2* to the city of Mendoza and surrounding areas; the installation of 54 kilometers of transmission lines from this plant to the *Nehuil No. 1* plant; feeder facilities in Greater Mendoza and primary distribution works in the city.

These installations will supplement improvements being carried out in the Mendoza area which will increase generating capacity by 350,000 kilowatts. These improvements will benefit virtually the entire population of 900,000 inhabitants of the Province of Mendoza.

AUSTRALIA—It was disclosed in Canberra that the Australian Government was about to invite bids for the **construction of the highest dam in the Southern Hemisphere.** The dam, which will be known as the Talbingo Dam, will be part of the Snowy River Hydro-Electric Scheme, serving New South Wales, Victoria and South Australia. It will be a rock-filled structure, 530' high, and will have a crest length of almost half a mile. The embankment will contain almost 20,000,000 cubic yards of material, more than twice the amount used to build the Eucumbene Dam which is at present the largest in the Snowy Scheme.

Bids are also being invited on the **construction of the Tumut III power station and other works associated with the $US 900,000,000 Snowy Mountains Hydro-Electric project.** The project, started in 1949 and scheduled for completion in 1975, is the biggest engineering project yet undertaken in Australia.

GREECE—The Hydraulic Works Service of the Ministry of Public Works is still planning to issue international tenders for the financing and construction of an **irrigation project in the basin created by the draining of Karla Lake in an area between Larissa and Volos in eastern central Greece.**

U.S. firms that might be interested in this 1.5 billion drachmas (roughly $50 million) project may wish to communicate with the issuing agency and request preliminary technical data as a means of formulating a general idea of the nature of the project and thus be able to submit a proposal for the financing and construction of the project in very general terms.

Inquiries should be addressed to the Ministry of Public Works, Hydraulic Works Service, Directorate D4 (Hydraulic Works Construction), 7 Themistocleous St., Athens, Attn: Stylianos Xanthoudakis, with a copy of letters to the Ministry sent to the U.S. Embassy, 91 Queen Sophia Ave., Athens, Attn: M. E. Hodge.

ITALY—With the construction of the Mont Blanc and St. Bernard tunnels, a new era of tunnel-building began in northwest Italy. **Another tunnel is planned to parallel the existing Frejus railroad tunnel and will provide an all-weather road between Turin and Lyon.** Construction is scheduled to start in the late 60's and should be completed in the early 70's. Two other tunnels are projected to link Italy and France south of the Frejus, at Ciriegia and Colle della Croce. Another road tunnel to parallel the Simplon rail tunnel is under discussion, and the merits of other, less important tunnel projects are being debated.

A system of autostradas is now under construction in Piedmont which will integrate existing and planned Alpine tunnels into the European road network. Turin should become by the mid-70's a major road junction of international importance. The explosive growth in European auto traffic should press all of these tunnel and autostrada projects to completion.

U.S. companies should be alert to the commercial opportunities these projects may offer. A copy of a complete report outlining Italian plans for road and tunnel building in the Turin region is available on loan to firms domiciled in the United States from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230.

New Books and Reports

Dun & Bradstreet publishes 62nd edition of annual Exporters' Encyclopaedia

The 62nd edition, newly revised, of the *Exporters' Encyclopaedia* has been published by Dun & Bradstreet. The book provides detailed information on exporting, trading practices and regulations for more than 150 world markets.

Priced at $50, the publication also provides a supplementary service consisting of twice-monthly bulletins and a newsletter. The bulletins are designed to keep the *Encyclopaedia* current on regulations and developments in the world's key markets.

The 1967 volume contains more data than any previous edition and is completely revised in both content and format.

Write: Exporters' Encyclopaedia, P.O. Box 3088, Grand Central Station, New York, N.Y. 10017.

***The Economics of African Development.* By Andrew M. Kamarck. Published by Frederick A. Praeger, Inc. New York. 1967. 294pp. $7.50.**

Mr. Kamarck, Director of the Economics Department of the World Bank, draws on more than a decade of field experience in Africa to analyze the broad range of African economic problems. In this tightly written study, the author covers virtually every factor bearing on the African nations' economic well-being and their potential for self-sustained growth. His geographic area of concentration is the vast one comprising tropical Africa, but Mr. Kamarck nevertheless avoids most of the pitfalls of overgeneralization by drawing on individual countries for illustrations.

An overview of the continent's economy is followed by chapters on key sectors—agriculture, minerals, manufacturing, infrastructure. Mr. Kamarck concludes a chapter on foreign investment by commenting that, with individual-country exceptions, no large-scale increase in private foreign investment is likely to occur in Africa in the foreseeable future. He then stresses the need for an organized approach to the problems of the continent —an organization to stimulate and coordinate new provision of aid. The need for realistic economic planning on the part of African governments is also discussed in a separate chapter.

The author postulates the need to achieve a $400 per-capita GNP to enable a country's standard of living to continue to grow—given reasonable management —and estimates that all Africa can reach this level by the year 2000. As Mr. Kamarck observes, this would be no mean achievement since it would be telescoping into 100 years what took Europe more than 1,000 years to accomplish.

Write: Frederick A. Praeger, Inc., 111 Fourth Ave., New York N.Y. 10003.

***International Finance for Multinational Business.* By Lee C. Nehrt. Published by International Textbook Co., Scranton, Pennsylvania. 912pp. $9.**

This book is an in-depth study of international business. Although prepared especially for the college student, it is also useful to managerial, administrative and executive personnel in the accounting and finance divisions of businesses with multinational operations.

It covers such subjects as: the international monetary environment, financing trade and economic development, financing foreign investments and operations, and taxation of multinational business.

Dr. Nehrt is also the author of *Financing Capital Equipment Exports*, a comparative study of medium-term export financing.

Write: International Textbook Co., Scranton, Pa. 18515.

***Latin America 1967.* By Hartley F. Dame. Published by Stryker-Post Publications. Washington, D.C. 1967. 83pp. $1.75.**

Latin American politics and government are analyzed, and background material is presented on the geography, history, culture and economy of the 24 independent Latin American nations. Maps are included for each country, and there are continental maps showing past and present boundaries, the pre-Columbian civilizations, topography and the Pan American Highway system.

The present and future economic and political problems of the countries are also presented, as well as informative material on the dependent territories of Latin America.

Write: Stryker-Post Publications, 6330 Utah Ave. N.W., Washington, D.C. 20015.

***ECE in the Emerging European System.* By Jean Siotis. Published by the Carnegie Endowment for International Peace. 1967. New York. 72pp. 50¢.**

This is the latest issue of the International Conciliation series. Jean Siotis, Associate Professor at the Graduate Institute of International Studies in Geneva, reviews the functions and activities of the UN Economic Commission for Europe. Special emphasis is given to the work of the ECE in promoting trade between countries with different economic systems.

Among the problems Mr. Siotis discusses are ECE's relations with the UN and subregional organizations, the question of East German participation, and maintenance of the high level of professional competence for which the ECE is known.

A year's subscription to International Conciliation; published five times yearly, costs $2.25. Each issue deals with a single subject in the field of international relations, and is written by an expert.

Write: Carnegie Endowment for International Peace, UN Plaza at 46th St., New York, N.Y. 10017.

***These Canadians: A Sourcebook of Marketing and Socio-economic Facts.* By N. K. Dhalla. Published by McGraw-Hill. New York. 1967. 749pp. $29.50.**

This book provides a factual, analytical account of the marketing and socio-economic conditions in Canada. In a comprehensive volume, Mr. Dhalla presents a picture of the diversified nature of "the Canadian mosaic" for those who need authoritative facts on Canadians and the basic socio-economic forces that affect Canadian society.

The author, who is marketing and research director at J. Walter Thompson Co., Ltd., Toronto, discusses the emerging trends in Canadian society as related to population, income, education, family life, retailing and the labor force. He considers the geography of the country, and analyzes the population by sex, age, income, social status, ethnic origin and urban rural residence. The mosaic concept is also applied to the 64 fairly homogeneous economic regions into which the country can be divided.

Write: McGraw-Hill Book Information Service, 327 West 41st St., New York, N.Y. 10036.

***Fiscal Harmonization in Common Markets.* Edited by Carl S. Shoup. Published by the Columbia University Press. New York. 1100pp., 2vols. $30.**

This book is the conclusion of a study begun in 1962 by the International Economic Integration Program at Columbia University. It provides a systematic detailed treatment of tax harmonization covering virtually all common markets in the world, with major emphasis on the European Economic Community.

Other aspects of fiscal harmonization discussed in these volumes are the extent to which transport costs neutralize differences in tax rates, the effects upon harmonization of the ways in which individual governments spend their money and the extent to which social security systems need to be harmonized. Also examined is the effect which tax reductions granted to depressed regions of a country may have upon efforts to harmonize tax systems among countries.

Write: Columbia University Press, 2960 Broadway, New York, N.Y. 10027.

***Pocket Data Book, USA 1967.* Published by the Bureau of the Census. Washington, D.C. 1966. 370pp. $1.50.**

This is the first in a planned biennial series. It contains 300 pages of tables presenting current, authoritative statistics on all major facets of the economic and social structure of the United States—population, education, health, government, prices, labor, income, welfare, defense, recreation, agriculture, industry, science and others. It also has 30 pages of charts and graphs, narrative text in capsule form, explanation of terms and an alphabetical subject index.

Despite its quantity of information, the book is compact and convenient, approximately the same size as the average paperback book.

Write: Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

***The AID Story.* Published by the Agency for International Development. Washington, D.C. 1966. 58pp. Free.**

This illustrated booklet discusses the AID program of economic development assistance to countries in Asia, Africa and Latin America. It gives a brief history of the agency and defines the various types of AID operations: contracts with colleges and business firms; commodity shipments; technical advice and assistance; training; insuring investors; providing disaster relief; grants and research programs. Other AID programs such as Food for Freedom are discussed, as well as development loans, technical cooperation/development grants and supporting assistance.

Special sections show AID in action in Ecuador, Taiwan, India and West Africa.

Write: Agency for International Development, Publications Division, Washington, D.C. 20525.

New Census booklet lists foreign trade rules

The publication of foreign trade regulations in loose-leaf form has been announced by the Bureau of the Census, U.S. Dept. of Commerce. Future amendments to these regulations will be issued to subscribers in the form of reprint pages for easy insertion.

Foreign Trade Statistics Regulations consist of some 40 pages and contains the regulations as published in the *Federal Register* of August 27, 1966. Purchasers of the booklet will receive at no additional cost copies of future amendments and future issues of the *Foreign Trade Statistics Regulations Letter,* which contains interpretations of the reporting regulations and related matters.

The booklet and the continuing information service are intended to provide exporters, importers and carriers with an up-to-date set of statistical requirements in convenient form.

Foreign Trade Statistics Regulations is priced at 50¢. **Write:** Bureau of the Census, Washington, D.C. 20233.

***Nordisk Handelskalender* (The Key to Scandinavia)—Nordic Trade Directory. Published by Nordisk Handelskalender. Copenhagen. 1966. Approx. 1800pp. $15.**

The 1966-67 edition of this directory covers Denmark (including the Faroe Islands), Norway, Sweden, Finland and Iceland and contains over 100,000 addresses. All headings are printed in English and German in addition to the local language.

Write: Nordisk Handelskalender, 63 Svanemolleve, Copenhagen-Hellerup, Denmark.

***Economic Policies Toward Less Developed Countries.* By Harry G. Johnson. Published by the Brookings Institution. Washington, D.C. 1967. 279pp. $6.75.**

This new study analyzes the major issues the United States will have to consider in 1967, and the policy choices it faces in economic relations with the less developed countries.

The author reviews the results and implications of the 1964 U.N. Conference on Trade and Development and provides a needed perspective on the problems to be discussed at the next UNCTAD conference, which will take place early in 1968.

Write: The Brookings Institution, 1775 Massachusetts Ave. NW., Washington, D.C. 20036.

***Africa 1967.* By Pierre Etienne Dostert. Published by Stryker-Post Publications. Washington, D.C. 1967. 93pp. $1.75.**

This publication presents a concise, detailed text on the geography, history, government, politics, culture and economy of the 39 independent African nations. A map of each country is correlated to the text and there are geographical and political maps of the entire continent in 1907 and 1967.

The new Republic of Botswana and Kingdom of Lesotho are fully covered, and the Rhodesian crisis is discussed. A brief glimpse into the future of each African nation is provided.

Write: Stryker-Post Publications, 6330 Utah Ave. N.W., Washington, D.C. 20015.

***Economic Surveys.* Published by the Organization for Economic Cooperation and Development. Paris. 1966. 80¢ each.**

Two new titles have been released in this series of economic studies for member countries, published annually by the OECD. These booklets contain information on economic developments and policies, business trends and economic outlook. Emphasis is placed on each country's most important current problems. A statistical annex is included for each country, showing major business indicators, wages and prices, public finance and foreign trade.

Iceland 44pp.

Switzerland 40pp.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave. NW., Washington, D.C.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-960/33

Calendar *for international traders*

ATLANTA—Mar. 21—World Trade Conference, Parliament House. **Speaker: Carl R. Jacobson, Central American Desk Officer, U.S. Department of Commerce.** Sponsors: Atlanta World Trade Council; Commerce Field Office.

BETHLEHEM, Pa.—Mar. 1—Monthly meeting of Lehigh Valley World Trade Assn, Holiday Inn, 6 p.m.

BOSTON—Mar. 9—Dinner Meeting, International Trade Assn. of New England, State Street Bank Roof Restaurant.

CHICAGO—Mar. 1—In-Office Meeting, Commerce Field Office. Sponsor: REEC; U.S. Department of Commerce.

CHICAGO—Mar. 1—Principles & Techniques in Exporting, "Entering Export Markets," 6:15 p.m., Lighting Institute Auditorium. Sponsor: International Trade Club.

CHICAGO—Mar. 8—Principles & Techniques in Exporting, "Market Evaluation," 6:15 p.m., Lighting Institute Auditorium. Sponsor: International Trade Club.

CHICAGO—Mar. 14—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Mar. 15—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Mar. 15—Principles & Techniques in Exporting. "Selling & Developing Markets," 6:15 p.m., Lighting Institute Auditorium. Sponsor: International Trade Club.

CLEVELAND—Feb. 28—Meeting focusing attention on Latin America, Chamber of Commerce, 10:30 a.m. Sponsors: Commerce Field Office; REEC; World Trade Assn.

CLEVELAND—Mar. 3—World Trade Luncheon. Sponsor: World Trade Assn.

CLEVELAND—Mar. 8—"International Sales Promotion & Advertising," National City Bank Bldg. Sponsor: Commerce Field Office; REEC.

CLEVELAND—Mar. 15—Second Annual Export Trade Workshop, "How to Sell Overseas," nine Wed. evenings, 8 p.m. Sponsors: Cleveland College and School of Business of the Western Reserve University; REEC; Commerce Field Office.

DALLAS—Mar. 3—Management Training Seminar in Export Trade, University of Dallas. Sponsors: University of Dallas; Chamber of Commerce; REEC; Commerce Field Office.

DETROIT—Feb. 28—Export Marketing Workshop, 9:15 a.m.-12:15 p.m., rm. 456, Federal Bldg. Sponsors: REEC; Commerce Field Office.

HACKENSACK, N.J.—Feb. 28—"Profits in Exports" meeting, Bergen County Chamber of Commerce. Sponsors: Bergen County Chamber of Commerce; New York Field Office, U.S. Department of Commerce.

HONOLULU—Mar. 15—Finance & Insurance Seminar, 10 a.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

HOUSTON—Mar. 13—World Trade Club Luncheon. **Speaker: Redington Fiske, member of Ireland-Portugal Trade Mission.** Sponsor: Commerce Field Office.

KANSAS CITY—Mar. 9—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Mar. 14—Meeting for Exporters, 6 p.m. Sponsors: International Trade Club; REEC; Commerce Field Office.

MEMPHIS—Mar. 15—International Advertising Forum, Cafe St. Clair. Sponsors: Mid-South Exporters' Roundtable; REEC; Commerce Field Office.

MEMPHIS—Mar. 21—World trade Club, Sheraton Motor Inn.

MINNEAPOLIS—Feb. 28—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office; REEC.

MINNEAPOLIS—Mar. 8—Minnesota World Trade Assn. monthly dinner meeting.

MINNEAPOLIS—Mar. 14—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office; REEC.

MOBILE—Feb. 1-28—Product Exhibit for Alabama Manufacturing Exporters at International Trade Center. Sponsors: Alabama Export Council, Alabama State Docks, Commerce Field Office.

MUSKEGON, Mich.—Feb. 28—Monthly dinner meeting of West Michigan World Trade Club, Muskegon Press Club, Occidental Hotel, 6 p.m.

NASHVILLE—Feb. 28—Middle Tennessee Export Marketing Seminar, Hermitage Hotel. Sponsors: Middle Tennessee Exporters' Roundtable; REEC; Nashville Chamber of Commerce.

NEW YORK—Mar. 7—FCIB Round Table Conference, Ben Franklin Hall, Advertising Club, 1:30 p.m. Sponsor: Foreign Credit Interchange Bureau.

PROVIDENCE (CRANSTON)—Mar. 14—Annual Rhode Island World Trade Conference. Colony Motor Hotel.

ST. LOUIS—Mar. 7—"Show You" Export Workshop, Conference Rm. of the Federal Bldg. Sponsors: REEC; Commerce Field Office.

SAN DIEGO—Feb. 28—Foreign Trade Seminar on "Doing Business with Mexico," 7 p.m. Sponsors. REEC; Chamber's World Trade Committee; San Diego State College.

TAMPA—Mar. 14—World Trade Seminar, first of eight sessions, Chamber of Commerce. Sponsors: Chamber of Commerce; Hillsborough County Board of Public Instruction; Jacksonville Field Office; U.S. Department of Commerce.

TAMPA—Mar. 16-17—Sixth Annual Fla. World Trade Conference. Theme: "A Sound Dollar Through Export." Sponsors: Fla. State Chamber of Commerce, Fla. Ports & Foreign Trade Council.

WASHINGTON, D.C.—Mar. 13—Small Business Export Workshop, 2 p.m., Statler-Hilton Hotel. Sponsor: Electronic Industries Assn. International Dept.

UNITED STATES
GOVERNMENT PRINTING
DIVISION OF
WASHINGTON
OFFICIAL

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

Still Available

BDSA

U.S. INDUSTRIAL OUTLOOK 1967

... includes developments in 1966 with projections for 1967

Covers trends in more than 80 key United States industries with forecasts on exports, imports, production, sales, shipments, employment, productivity, new products and developments . . . 216 pages and more than 250 charts and tables . . . Prepared by the Business and Defense Services Administration of the U.S. Department of Commerce . . . Order your copy today.

$1.25 a copy

ORDER FORM

Superintendent of Documents
To: Government Printing Office
Washington, D.C. 20402
or
Any Department of Commerce
Field Office

Enclosed find $_____ (check or money order) for _____ copies of U.S. INDUSTRIAL OUTLOOK FOR 1967, at $1.25 a copy.

Please charge these publications to my Deposit Account No. _____

Name _____

Street address _____

City, State, ZIP code _____

FOR USE OF SUPT. DOCS.

Enclosed _____
To be mailed later _____
Subscription _____
Refund _____
Coupon refund _____
Postage _____

PLEASE FILL IN MAILING LABEL BELOW

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

Name _____

Street address _____

City, State, ZIP code _____

PENALTY FOR PRIVATE USE TO AVOID PAYMENT OF POSTAGE, $300